

• JULY 1957

# BUTANE-PROPANE

A CHILTON PUBLICATION

## News

What's the answer  
to the appliance  
marketing problem?

HEADQUARTERS FOR L.P. GAS INFORMATION SINCE 1931

It's a "short distance"  
to next winter's

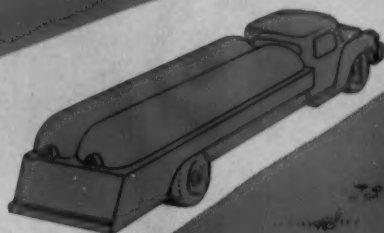
*business!*

BE SURE YOU'RE READY . . .

ARRANGE

*Now*

TO HAVE YOUR TANKS FULL  
OF WARRENGAS OR GULFTANE



SEPTEMBER 1957

1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

AUGUST 1957

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31



**WARREN PETROLEUM CORPORATION**  
TULSA, OKLAHOMA

SALES OFFICES: LOUISVILLE, KENTUCKY • ST. LOUIS, MISSOURI • FT. WORTH, TEXAS • NEW YORK, N. Y.  
MADISON, WISCONSIN • JACKSON, MISSISSIPPI • HOUSTON, TEXAS • MIDLAND, TEXAS • OMAHA, NEBRASKA  
COLUMBIA, SOUTH CAROLINA • TAMPA, FLORIDA • SAN FRANCISCO, CALIFORNIA • BRYN MAWR, PENNSYLVANIA



straight from the shoulder



### **no stretch like this**

Hackney eliminates the struggle to reach top-mounted fittings. Easy shoulder filling saves operator's time and trouble.



### **no stress like this**

Top-mounted fittings put extra strain on the hose. Hackney's Shoulder-Connected Systems save all this wear and tear.



### **no strain like this**

No need to stretch over half the tank with a Hackney System. Gauges are all shoulder mounted for fast, easy reading.

## **Hackney Systems are easier to fill**

It takes only half the reach to fill a Hackney Shoulder-Connected System. Valves, gauges and other fittings are grouped for new ease of control for your operator...for your equipment...for your customers. Other outstanding features include:

**Sturdy construction.** Weld seams are X-ray controlled for uniformity. Automatic machine welds mean smooth, neat-appearing tanks. A streamlined seamless hood protects all fittings. Stout hooks and legs are firmly welded to the tank for easier handling and installation.

**Greater safety.** All fittings are approved by NBFU standards and tanks fully comply with the ASME Code for 250 psi working pressure.

**Thoroughly inspected.** Tanks are hydrostatically tested in the presence of a licensed inspector. Interiors and exteriors are checked to make sure all surfaces are free from scale, rust, dirt and oil, then spray-painted for additional protection. A special inspection certificate is issued with each system as your assurance of highest quality.



**Choose the system that's right for you.** Besides this Model S-37-499, Hackney Systems are furnished in capacities from 250 to 3360 gallons. Also available are end-connected, top-connected and underground models.



## **Pressed Steel Tank Company**

Manufacturer of Hackney Products

1487 South 66th Street, Milwaukee 14, Wisconsin

Branch offices in principal cities

**LP-GAS CONTAINERS FROM ONE POUND TO 30,000 GALLONS**





## ANCO SERVICE STARTS WITH YOUR ROUGH SKETCH

Because ANCO-FLINT combined facilities are unequalled ANCO can start with your idea and complete, at competitive costs, your entire LPG project — Engineering — Tanks — Equipment and Installation.

Flint tanks, all sizes, and systems meet or exceed the requirements of national and local Codes and Laws. All allied equipment warehoused by ANCO represent the best known names in the industry.

**FLINT STORAGE TANKS • FLINT DOMESTIC SYSTEMS • ANCO ICC "Pig" CYLINDERS • PREFABRICATED BULK PLANT AREAS:** and Hose, Couplings, Compressors, Pumps, Unloading Risers, Loading Risers, Rotary and Magnetron Gauges, and all types of Valves.

Anco engineers, layout men and warehouse supervisors are available to assist you in planning, equipping and installing all or any part of your LPG project.

Write for ANCO'S 1957 L.P.G. Equipment Catalog.



### TWO GREAT NAMES IN LPG EQUIPMENT

ANCO is the Largest Stocking Distributor in the U.S. of CORKEN Equipment.  
— All Models Available —

**ANCO Manufacturing & Supply Co.**  
Tulsa, Oklahoma • 21st at Union • LUther 4-6187  
Memphis, Tenn. — 241 Industrial Ave. — WHitehall 6-1694  
East St. Louis, Ill. — 6503 St. Clair Ave. (Hy. 50) — EXpress 7-0200  
Des Moines, Ia. — 327 Insurance Exchange Bldg. — CHerry 4-5347



# Confidence....



## OFFERS YOU . . .

- the Finest LP Gas  
NGAA Butane-Propane
- Ample Storage  
to meet your every need
- Dependable Production  
to meet seasonal demands
- Prompt Shipment  
Tank car fleet assures delivery

Like the airline pilot who places complete confidence in an airport beacon to help guide him . . . you can place complete confidence in Beacon Petroleum to guide you through your busiest season. The finest quality Butane-Propane, delivered where needed, when needed has made Beacon a leader in the LPG field. Beacon Petroleum has the facilities to help *your* business grow . . . why not investigate?



# BEACON

PETROLEUM COMPANY

TULSA • HOUSTON



A CHILTON PUBLICATION

#### EDITORIAL

CARL ABELL, Editor  
Lynn C. Denny, Associate Editor  
Martin A. Brower, Associate Editor  
Robert J. Sipchen, Field Editor  
Lester L. Luxon, Technical Editor  
Raymond A. Grote, Art Editor  
Mary Lou Harrington, Assistant Editor

#### BUSINESS

Frank M. Chapman, Publisher  
Gilbert Bowman, Promotion Manager  
Roberta Conaway, Advertising-Production  
M. A. Kesterson, Circulation Manager

#### ADVERTISING OFFICES

New York (17) 100 East 42nd Street  
Richard Duffy, OXford 7-3400

Chicago, 360 N. Michigan Ave., Suite 418  
William E. Comiskey, RAndolph 4-2166

Cleveland (15) 930 B. F. Keith Bldg  
Howard Baird, SUperior 1-2860

Tulsa, 621 Petroleum Bldg.  
Harold Moft and John Sangston  
LUTher 4-1769

Dallas (1) 909 Mercantile Securities Bldg.  
William J. Smyth, RIVERSide 7-1732

San Francisco, 1355 Market St.  
Frank McKenzie, UNDerhill 1-9737

Los Angeles (57) 198 Alvarado St.  
Larry Jackson, DUNkirk 7-4337

BUTANE-PROPANE News is published monthly. Copyright 1957 by Chilton Company, Chestnut and 56th Sts., Philadelphia 39, Pa. Subscription price: United States, U.S. possessions and Canada: 50¢ per copy; one year, \$2; two years, \$3. Mexico, South and Central America, Caribbean area: one year, \$3; two years, \$5. All other countries, \$10 per year. Second Class mail privileges authorized at Phila., Pa. Member of Liquefied Petroleum Gas Association, National Fire Protection Association.

JOS. S. HILDRETH, Board Chairman  
G. C. BUZBY, President

Vice Presidents: P. M. Fahrendorf, Harry V. Duffy, Treasurer, William H. Vallar; Comptroller, Stanley Appleby; Secretary, John Blair Moffett; Directors: George T. Hook, Maurice E. Cox, Frank P. Tighe, Leonard V. Rowlands, Robert E. McKenna, Irving E. Hand, Everit B. Terhune, Jr., Russell W. Case, Jr., John C. Hildreth, Jr.

Editorial and advertising offices:  
198 So. Alvarado St., Los Angeles 57  
Phone DUNkirk 7-4337



JULY 1957

# BUTANE-PROPANE

*News*

Volume 19-Number 7

## CONTENTS

First in a series	
Appliance sales problems considered by manufacturer-LPG dealer forums	23
"We owe a lot to L. P. gas"	29
By L. H. Houck	
Come on in, the water's fine	31
By Martin A. Brower	
New savings in propane torch metal cutting	38
The key to profit—Part 2	
Which customer accounting procedure is best for you?	40
A quick quiz	
How's your "know who"?	52
The house trailer problem is nearer solution	54
By Jack Kneass	
Dear Steve,	64
By Martin A. Brower	
When you step up speed you put on blinders	66
A \$1.4 million enterprise to distribute gas in East Africa	68
Propane Pete—Episode No. 20	
Pete and the Hairy Hermit of Fountain Creek	70
By J. Arthur Thompson	

## POWER

Frost protection problems solved by propane	115
How Green's Fuel develops the ready-mix concrete market	118
By Harry J. Miller	

## DEPARTMENTS

Advertisers' Index	128	Letters	13
Associations	72	News	82
Beyond the Mains	17	Power	115
Calendar	80	The Trade	104
Classified	126	Washington Report	21

What's New in Products and Trade Literature 89

**Standard! ... On tens of**



## **REGO 7141 SAFETY CHECK CONNECTORS FOR LIFT TRUCKS**

### **ASSURE MAXIMUM SAFETY, CONVENIENCE**

Here is the one safe and convenient means of connecting portable containers in lift truck applications. Because the connection seals before the checks open, there is *no* fuel loss upon connection—therefore, no frost bite. It provides a fast filling rate of 22½ gallons per minute, with low pressure-drop. And, like all other RegO LP-Gas units, it is listed by Underwriters' Laboratories, Inc.

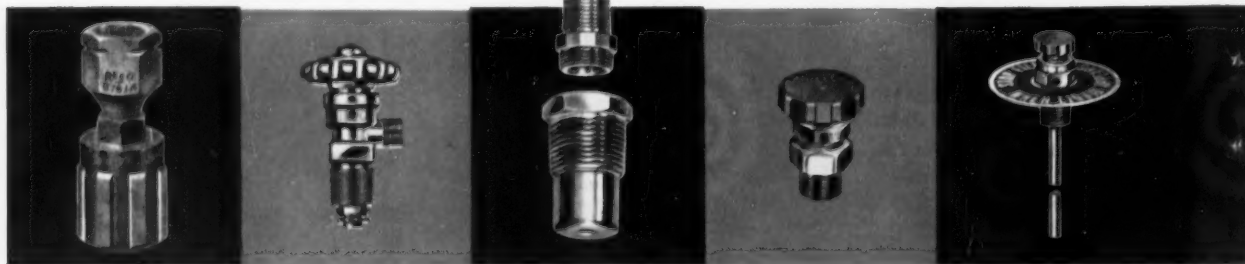
RegO 7141 Safety Check Connectors are already in service on tens of thousands of propane-powered lift trucks. Yet the surface has barely been scratched in this fast-growing new LP-Gas market.

Here, and wherever LP-Gas is used for either power or heating, RegO Quality protects your investment, your profits, your peace of mind—it puts you first with the finest.

It's easy to sell the many advantages of LP-Gas for lift truck operation, and it's easy to convert existing equipment to the use of this modern fuel. Write today for free RegO Catalog L-415. It can help you cash in on profitable, new business—both in equipment and added fuel volume.



**Send for this FREE Catalog**



These RegO Products, too, are at your service for Combustion-Engine Conversions

**7145 Adapter**

Facilitates direct connection to lift truck cylinder valve from POL charging hose. Automatic shut-off. No gas loss.

**7140A Clinder Valve**

For filling or withdrawing liquid from ICC lift truck cylinders.

**7545K Relief Valve**

For use with ICC lift truck cylinders. Fully recessed for safety.

**7547A Filler Valve**

Double check filler valve with 19 GPM capacity.

**3165 Series Fixed**

**Tube Liquid Level Gauge**—Vent-type valve for filling containers to maximum permitted level.

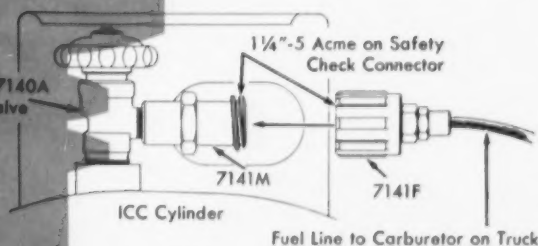


*thousands of installations*

# REGO®



RegO No. 7140A  
Cylinder Valve



DO YOU KNOW  
It will pay you  
dividends to join!



Rego is a registered trade mark of The Bastian-Blessing Company

*The* **BASTIAN-BLESSING** Company

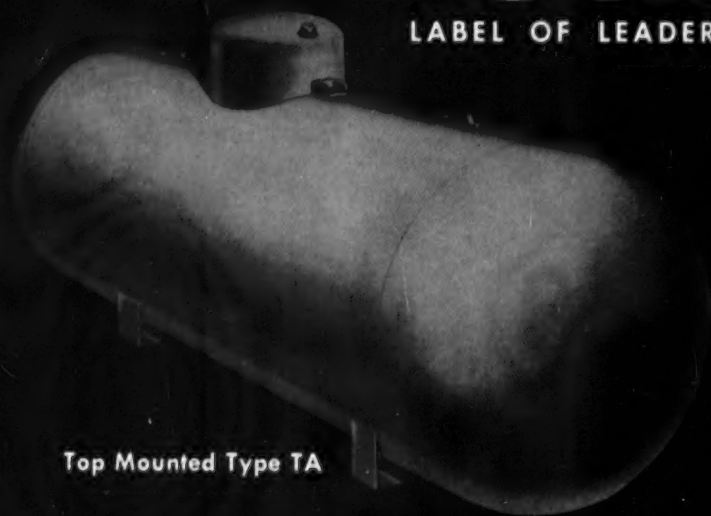
4201 West Peterson Avenue • Chicago 30, Illinois

**7541 Relief Valve**  
Fully recessed valve  
with integral pipe-away  
connection.

End or Top Mounted LP-GAS FuelPacks by

**SCAIFE**

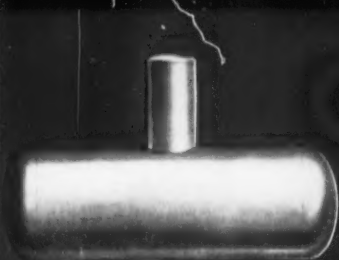
LABEL OF LEADERSHIP SINCE 1802



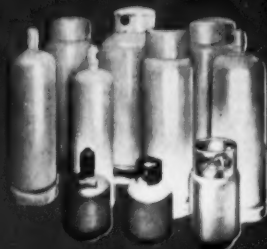
Top Mounted Type TA



End Mounted Type EA



Underground Tanks



ICC Cylinders



Lift Truck Cylinders

# 7 Big Reasons why Scaife Tanks are better!

LP-Gas men can now supply their large volume customers with the same high quality, longer life tanks used for years and proven to be better by the smaller volume cylinder users. The engineering and production skill of Scaife Company for more than a century and a half is your assurance of the finest, most dependable LP-Gas Systems ever built.

- 1 New 16" wide removable curb box** permits easy access to valves and regulator.
- 2 Lightweight, high-strength steel construction . . .** for dependability and longer life.
- 3 Extra strong lifting lugs** are integrally-welded for maximum strength.
- 4 Easy fuel-level inspection . . .** gauge can be read without unlocking or opening the curb box.
- 5 Extra-strong tank supports** will hold many times the weight of a completely filled tank.
- 6 A tank that's shipped dry . . .** thorough factory inspection for dryness before shipment.
- 7 Written guarantee with every tank . . .** one year guarantee against defective tank and parts.

End or top mounted above ground FueLPacks range in capacity from 250 to 1,000 gallons. If you need underground tanks, Scaife has them too in sizes from 135 to 1,000 gallons.

Check this list of FueLPack above ground advantages and you'll see why Scaife is becoming the choice of more and more LP-Gas men.



Illustrations shown here are typical of the landscape plans suggested in Scaife's new 12-page color booklet, "Landscape Groupings." It can help you sell by providing your prospects with practical planting suggestions to add to the good appearance of their LP-Gas installation. Use the coupon below to get a free sample copy today.



## SCAIFE COMPANY Pittsburgh 30, Pa.

Please send me your free literature on Scaife

- |  |   |
|--|---|
| <input type="checkbox"/> Above Ground Tanks  | <input type="checkbox"/> ICC Cylinders        |
| <input type="checkbox"/> Underground Tanks   | <input type="checkbox"/> Lift Truck Cylinders |
| <input type="checkbox"/> Landscape Groupings |   |

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_



**SCAIFE COMPANY**  
PITTSBURGH, PENNA.

LABEL OF LEADERSHIP SINCE 1892

MAKERS OF PRESSURE VESSELS, DRAWN SHAPES

**The Newest,  
Hottest, Most  
Complete Line  
of Gas Heaters  
in the Industry**

*it's* **Quaker**

Whatever your customer home heating needs, there is a Quaker Gas Heater that is just right for their home. 8 models in Quaker's Vented Automatic Gas Heaters and 4 models in Safety "Cool Cabinet" Unvented Gas Heaters.

only  
28"



MODEL SWC-250



MODEL WCVA-408

**Quaker**  
"Cool Cabinet"  
**WALL GAS  
HEATERS**

**Hangs on  
the Wall like  
a Picture**

**No Wall Cutting  
or Recessing  
Required**

**Make All Other Heaters Old-Fashioned!**

Now you can offer your customers TWO vented and TWO unvented "Cool Cabinet" Wall Gas Heaters! Quaker rounds out the line with a completely NEW 28" unvented heater to obsolete all free-standing gas heaters. ALL FOUR Wall Gas Heaters are years ahead in design, features, and range of sizes—at an unbelievable low price!

Easy to install. Requires no floor space. Cabinets are extra-cool—extra safe—Can be repainted to blend with any room color decor.

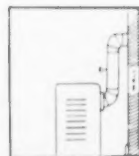
Backed by proven promotions, Quaker's Wall Gas Heaters sell on sight!

**MODEL WCVA-408 Vented Wall Gas Heater**  
Capacity: 40,000 BTU input. Height: 60", Width: 26", Depth: 6 1/2". Also Model WCVA-258—Capacity: 25,000 BTU.

**MODEL SWC-250 Unvented Wall Gas Heater**  
Capacity: 25,000 BTU input. Height: 28", Width: 20", Depth: 7". Also Model WC-250 Capacity: 25,000 BTU input. Height: 48", Width: 20", Depth: 6".

**No Other Wall Gas Heaters Have These Exclusive Features!**

- Hangs Like a Picture Securely on Wall
- Extra Cool Super-Safe Cabinet
- Super Efficient "Deep Port" Burner
- Porcelain Heating Chamber
- Exclusive Air-Flow Design for Super Circulation.



Ordinary  
Heaters

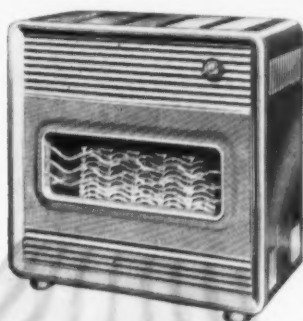


NEW  
QUAKER



# for **VOLUME SALES AND BIGGER PROFITS in '57!**

More Profit-Building Quick-Sale *Quaker* Gas Heaters!



**Radiant Vented Automatic  
Gas "Fireplace" Circulators**

Today's most efficient radiant gas heaters. Assured fuel savings—more heat with less gas—provided by (1) Advanced 20-Year Guaranteed "Multi-Heat" burners; (2) 3-Way Floor Level Forced-Air Twin Blower; (3) Lifetime Double-Coated Porcelain Combustion Chamber in 4-Way Heat extractor, guaranteed for 20 years.

"RVM" Series capacities: 35,000—50,000—65,000—80,000 BTU input. Luxurious Hammertone Beige finish.



**"Blue Flame" Vented Automatic  
Gas Super-Circulators**

The only non-radiant gas heater that permits you to see the flame. Other Quaker exclusives: (1) Advanced "Multi-Heat" Burner, guaranteed for 20 years. (2) Double Baffle design to assure an even flame over the entire surface of burner. (3) Lifetime Double-Coated Porcelain Combustion Chamber in 4-Way Heat Extractor.

"BVS" Series capacities: 35,000—50,000—65,000—80,000 BTU input. Rich baked-on Hammertone Beige finish.



**"Cool Cabinet" Deluxe Unvented  
Gas Radiant Circulators**

Quaker's exclusive "Air Stream" design keeps cabinet "Safety Cool." This feature eliminates danger of scorched furniture or draperies. At the same time it insures longer heater life, greater dependability, and greater safety. Operates so efficiently that it produces more radiant heat and more circulation warmth.

"CWR" Series capacities: 12,000—20,000—30,000—40,000 BTU input. Finished in hi-gloss Hammertone Beige.

**Quaker** has more to offer dealers!

**FIND OUT QUICK  
SEND COUPON NOW!**

One—the most complete gas heater line in America. Two—competitive, profitable price structure. Three—hard-hitting local promotions keyed to your store.

Quaker Manufacturing Company  
Heating Division of Florence Stove Company  
1147C Merchandise Mart  
Chicago 54, Illinois

Send me the BIG PROFIT story on  
Quaker Gas Heaters.

Company.....

Your Name.....

Address.....

City..... Zone.... State....

# Nor-Tex is **FIRST** **LIGHT WEIGHT METALS** **1800 WG DELIVERY UNITS**

Nor-Tex presents the newest development in sleek, **LIGHT WEIGHT**, streamlined, twin or single barrel LPG Delivery Units and again Nor-Tex is **FIRST WITH ALUMINUM SKIRTING and CABINETS**. The DeLuxe, Payload Special, Custom and Standard models feature light weight metals and the latest in engineering designs which have drastically reduced over-all gross weight. It is now possible to haul more gas and less steel than ever before.

New Nor-Tex 1800 WG units, mounted

on a 2-ton truck, weigh less than 18,000 lbs. fully loaded. They reduce operating costs from the standpoints of delivery and original investment. Weighing below 13,000 lbs. empty, they save on the Federal Highway Tax recently enacted. Nor-Tex units also save on "additional weight" state license fees and required insurance.

Building modern "Route-Rated" maximum payload units at a minimum cost is another **FIRST** for North Texas Tank in the building of quality LPG delivery truck tank equipment. Each unit has

**BALANCE YOUR LOAD  
THE NOR-TEX WAY**  
*Finance The Balance*

WRITE, WIRE  
OR PHONE  
FOR PRICES



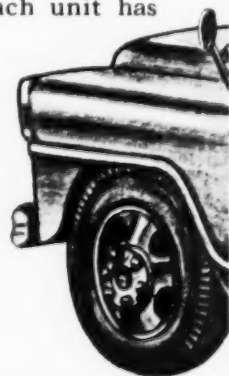
*National Sales Agents for*

# **NORTH TEXAS**

## **NOR-TEX "FIRST" PARADE**

Twin LPG Truck Tanks  
LPG "Pony" Filling Stations  
Bracketed LPG Motor Fuel Tanks  
LPG Motor Fuel Step Tanks  
LPG Scout (Two Wheel Trailer)  
LPG "Rocket" Filling Stations  
"Route-Rated" LPG Delivery Units with  
Aluminum Cabinets and Skirting  
LPG On-The-Job Employee Training

Complete training in Gas Delivery, Carburetion Service and Conversions, Complete Bulk Plant Operation including Transporting from Refinery to Bulk Storage. Also appliance service and bulk plant system installation.



# AGAIN!

**NOW MAKE  
POSSIBLE**

# COMPLETE

**THAT WEIGH  
LESS THAN**

# 18,000 lbs. LOADED

been thoroughly tried, tested and proved.

You can now use larger, lighter weight units and haul more payload, requiring fewer hours and miles to deliver a gallon of gas. Side or rear cabinets are optional and are arranged to fit your individual requirements. Write, wire or phone for details today.

**Nor-Tex**  
**LOW COST**  
**LPG**  
*Financing*

A PLAN TO MEET EVERY NEED



SOME OF TODAY'S LARGEST USERS of Nor-Tex products bought their first tank and delivery unit from us years ago. With the building and supervision of Nor-Tex tanks in the hands of men with years of bulk plant experience one can more accurately determine the right size tanks . . . the safe prices to pay to assure a profitable operation for the dealer. This bulk plant experience has resulted in many helpful, time-saving "extras" and has won Nor-Tex many customer friends.

ATTENTION! NEW TRUCK BUYERS! As authorized truck distributors Nor-Tex regularly saves truck buyers hundreds of dollars on brand new Internationals . . . Chevrolets . . . Fords and GMC's. Order any particular unit you need. Nor-Tex will work out a deal for you that can't be beat.

# TANK CO.

P. O. BOX 1219  
DENTON, TEXAS  
CENTRAL 5416



# ROCKWELL

## ER-Series Oscillating Piston LIQUID LPG METERING SYSTEM

We've made it easy and economical for you to get all the benefits of an LPG truck metering system. Now you can have a simple Rockwell ER-Series oscillating piston meter hooked up to a patented pressure loaded dispensing system that positively eliminates vapor and assures measurement of only liquids. This meter has fewer parts than others. Its accuracy and durability have been proved over many years.

### EASY SCREW-TURN ADJUSTMENT

The Rockwell ER-Series meter has an *external micro-adjustment* that permits a wide range of calibration to extremely fine limits. You do this with the turn of a screw driver. *There's no need to dismantle the meter or to use change gears when adjusting for accuracy.* Get full facts now. See your nearby Rockwell jobber, district office or write for literature.

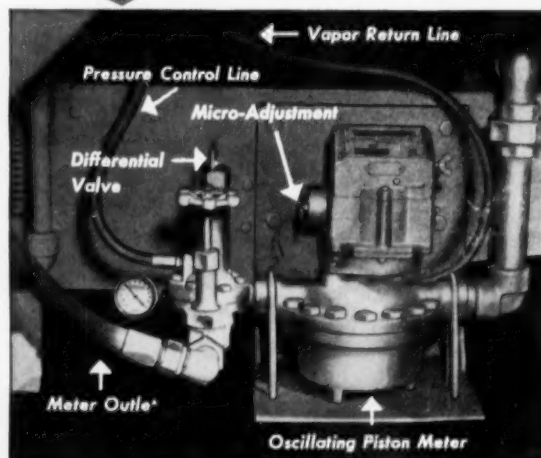


**ROCKWELL**  
MANUFACTURING COMPANY

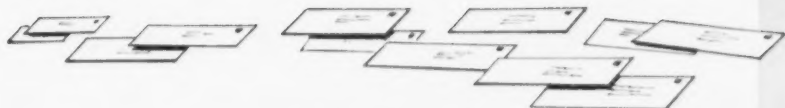
**PITTSBURGH 8, PA.** Atlanta Boston Charlotte Chicago Dallas  
Denver Houston Los Angeles Midland, Tex. New Orleans New  
York N. Kansas City Philadelphia Pittsburgh San Francisco  
Seattle Shreveport Tulsa In Canada: Rockwell Manufacturing  
Company of Canada, Ltd., Toronto, Ontario

### EVERYTHING YOU NEED FOR ACCURATE TRUCK MEASUREMENT IN ONE EASY-TO-INSTALL PACKAGE

You can buy the Rockwell ER-Series metering unit in either 1" or 1 1/2" size with a capacity of up to 70 gpm. The complete system includes meter, differential valve, check valves, strainer, service tees, elbow and connectors. An easy-to-follow installation diagram is furnished with each order.





**BPN**

# Letters

## LPG good for steel cutting

Louisiana

We have a customer interested in using L.P. gas and a mixture of oxygen for cutting and welding steel. He claims he has seen literature advertising such a burner or torch.

It is the understanding of this writer that LPG cannot be used for cutting because of its slow burning action.

As we are always seeking new usage and new knowledge in the LPG field, we would appreciate you sending us all information you can in regards to above matter.

M.L.T.

L.P. gas is excellent for cutting steel and other metals that can be cut or treated with the oxygen-gas torch. It has proved an excellent fuel for soldering and brazing of some of the lower melting point metals.

The manufacturers of the torches which your customer now uses with acetylene should have tips for use with L.P. gas.

There are a few paragraphs regarding welding, cutting and brazing with L.P. gas on pages 228 and 229 of the "Handbook Butane-Propane Gases," published by this company.—Ed.



## Vertical storage tanks

Yukon Territory

We had a man in who was inquiring about storage tanks for propane. He is of the impression that the new 1000-gal. tanks are being built to stand upright. If this is true, it would be an advantage when placing them in a small area where it is difficult to obtain the proper clearance around them. But to our knowledge we do not know about such a tank.

Perhaps you could give us some information as to dimensions, etc. A.S.

*Occasionally a 1000-gal. tank and larger sizes are constructed for installation in the vertical position. However, these are exceptions and the construction is special. The usual reason for vertical tanks is to conserve space. Where property is expensive and space is at a premium the additional tank cost is quickly compensated.*

*There are several items that require special attention and increase the cost of a vertical tank. Some of the major items are:*

*1. Supports to hold the tank on the foundation must be much heavier and stronger than those for a horizontal tank.*

*2. Gauging vertical tanks is a more complex problem than for horizontal tanks.*

*3. Usually a ladder is required with platform at the top of the tank to reach and service valves located there.*

*4. A heavier foundation with secure anchor bolts to prevent overturning due to winds and/or earthquake.*

*5. Heavy cranes are required to set the tanks.*

*The dimensions of the cylindrical vertical tanks are approximately the same as horizontal tanks of equal capacity. Some spherical tanks have been constructed. They are usually more expensive in the larger sizes except for very large field erected units.—Ed.*



## Cylinder testing procedure

Arabia

We are facing the problem of testing and maintaining our L.P. gas cylinders and tanks in order to obtain the safest and longest service we can from these containers.

We are using 25 and 100-lb cylinders and 250, 500, 1000 and 2000 gal. (w.c.) tanks. All are of ICC standard.

Could you please therefore advise us as to the best method we can use for the hydrostatic testing of our cylinders and tanks and the manufacturer or supplier of the equipment necessary for such testing.

A.M.

*The regulations for inspecting and testing ICC L.P. gas cylinders have been changed and do not require hydrostatic testing at the frequent intervals formerly specified.*

*Now a visual inspection every five years by a competent person, and a record of the condition of the tank is deemed adequate. See "How to Make Visual Cylinder Inspections" from the August, 1954, issue of BPN.*

*You may obtain a pamphlet on the inspection and care of cylinders and tanks from the Pressed Steel Tank Co., Milwaukee, Wis. They can also advise you where hydrostatic test equipment may be obtained.—Ed.*



## Wall discoloration comes from all fuels

Missouri

We have two complaints from propane heating customers, that a brownish film forms on woodwork, furniture and walls. Apparently the heaters are well vented. One of these customers uses electricity for cooking, and the other one uses propane.

Can you give us a clue to our trouble?

G.W.S.

*Your problem has come to our attention before; however, you are*

# MAGIC CHEF

brings new speed, ease to broiling with

## *Floating Grid*



**Up to 75% more broiling area!**

### **BIGGEST, HOTTEST, FASTEST FIRST in long-life features!**

1. 120,000 BTU burner input. 2. Burners light automatically. 3. Each burner controlled separately. 4. Extra-large broiling grid. 27" x 31 1/2", all usable space. 5. Sanitary drip shield. 6. Sanitary interior linings, porcelain-enameled. 7. Large drip pan. 8. Lever out of heat zone. 9. Grid counter-balanced by big, adjustable tension springs. 10. Drop door for quick access to drip pan. 11. Big finishing oven, 25" wide, 26 1/2" deep, 9" high. 12. Tilt-back door for quick access to oven.



Wherever food's the finest, it's cooked on

### **Magic Chef COMMERCIAL GAS COOKING EQUIPMENT**

Ranges • Ovens • Broilers  
Griddles • Fryers

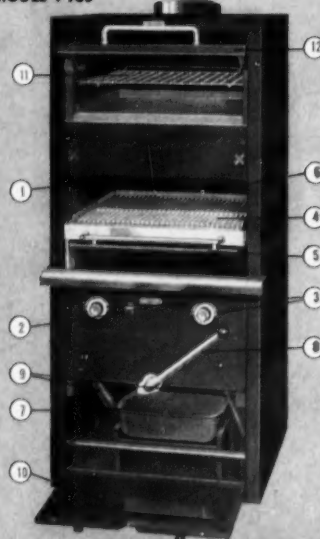
SEE YOUR DEALER!



**It FLOATS into position!**

Broiling is easier, faster, more closely controlled with Magic Chef's exclusive new Floating Grid! With *one* hand, in one smooth, easy motion, you raise or lower the grid, move it in or out. Because you "float" the grid to an *infinite* number of positions (instead of the usual four or five pre-set levels), you gain *added control* over time, temperature, and bulk.

MODEL 7935



**MAGIC CHEF, INC., Commercial Division, 3213 Harvard Ave., Cleveland 5, Ohio**

*In Canada—Beatty Bros., Ltd., Spencer Division, Penetanguishene, Ontario*

## Letters • continued

the first to advise that the trouble occurs about equally in a house which uses electricity for cooking as in one which uses gas for cooking. I am not in the least surprised by this. It is well known that broiling and roasting in electric ovens really puts out the fumes.

Numerous analyses of the products of gas combustion have been made but no evidence of any harmful products have ever been found. Also there is nothing present, by analysis or other tests, that can be directly identified as the cause of the discoloration, if actually the gaseous fuels are really the cause.

It is a well-known fact that many of the present-day fats and oils used in cooking have low vaporization temperatures and the oily fumes are discharged into the air when cooking. When they contact a cool surface again they condense, leaving a film. A good vent fan and hood over the range will alleviate much of this trouble. Even then, however, some fumes may escape it. Some of the kitchen fumes enter other rooms in the house and are circulated by the heating system.

A second reason that may have a bearing on this trouble, and which is more pronounced in the modern homes, is the tight construction around doors and windows, thereby cutting down on ventilation. If air cannot get into the house, then vented heaters or exhaust fans cannot pump the fumes out of the house. The AGA recommends at least one square inch of air inlet area for every 1000 Btu of connected heating equipment.

You should, however, check the space heating furnace to see that the combustion chambers are tight and that no leakage of combustion products occurs. Also check the combustion air supply to see that it is adequate and that vents, draft hood, and down draft diverters are installed in an approved manner.—Ed.



## Comparative heating costs

### South Carolina

We would appreciate it very much if you could supply us with the following information.

What would be the increased cost (in per cent) if:

1. Temperature kept at 80° instead of 70°?

2. Temperature kept at 80° instead of 75°?

3. Temperature kept at 75° instead of 70°?

We would like to have this information for our heating customers and for our prospective customers.

H.M.E.

Probably the best way to obtain the figures you describe is to base them on the degree-day method of determining the fuel requirements of a given occupancy for a season. It is difficult even then to give a figure for the overall season because there are many days in the milder months when no degree days are registered but some families will require heat and others will not.

The degree-day is a unit, based upon temperature difference and time, used in estimated fuel consumption and specifying nominal heating load of a building in winter. For any one day, when the mean temperature is less than 65°F, there exists as many degree days as there are Fahrenheit degrees differences in temperature between the mean temperature for the day and 65°F.

The amount of heat required by a building depends upon the outdoor temperature, if other variables are eliminated. Theoretically it is proportional to the difference between the outdoor and indoor temperatures. The American Gas Association determined from experiment in the heating of residences that the gas consumption varied directly as the difference between 65°F and the mean outside temperature. In other words, on a day when the mean temperature was 20° below 60°F, twice as much fuel was consumed as on a day when the temperature was 10° below 65°F. For any one day, when the mean temperature is less than 65°F, there are as many degree-days as there are degrees differences in temperature between the mean temperature for the day and 65°F.

Degree-days may be calculated on other than the 65°F base, but are seldom used and are of little value except where the inside temperature to be maintained as, for example, in warehouses or hot houses, differs greatly from the usual inside temperature range of 68°F to 72°F.

The average of the last two temperatures in the above paragraph is 70°F. A house maintained at 75°F would, in colder weather, have the effect of adding 5 degree-days per day, and one maintained at 80°F, of adding 10° per day to the established degree-day rate.

The following table lists the number of degree-days by months for the area of Due West, So. Carolina. This is the nearest city to Greenwood of which we have a record available. The record covers an 11 year period from the season of 1921-22 to the season of 1931-32.

Month	Degree-days	Month	Degree-days
July	0	Jan.	651
Aug.	0	Feb.	491
Sept.	9	Mar.	411
Oct.	142	Apr.	158
Nov.	393	May	39
Dec.	594	June	2

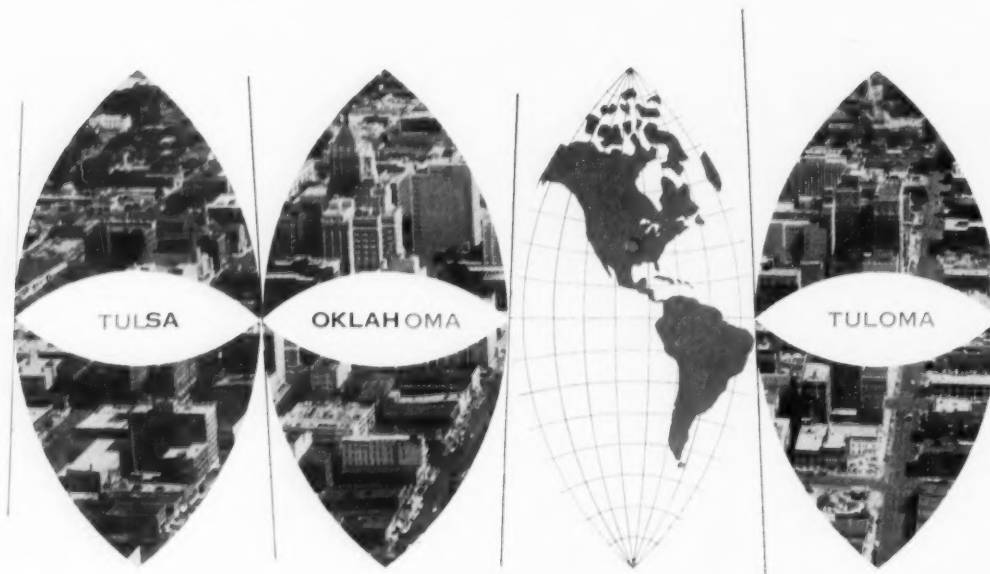
It may be assumed that during the months of December, January and February, nearly every day had a mean temperature below 65°F. There may be some exceptions, but they would tend to make our figures follow on the conservative side.

If the number of degree-days in December is 594 and the average room temperature is going to be maintained at 75°F which is 5° higher than the normal 70°F is has the effect of adding 5 x 30 or 150 degree-days. If 80°F is maintained the effect is that of adding 10 x 30 or 300 degree-days for the month. The following table gives the increased number of degree-days and percentage increase for the various temperature ranges you listed.

Month	Established No. Degree-days	Additional for 75°F over 70°		Additional for 80°F over 70°		Additional for 80°F over 75°	
		No. days	%	No. days	%	No. days	%
Dec. (30)	594	150	25.3	300	50.6	150	25.2
Jan. (31)	651	133	23.8	310	47.6	155	19.3
Feb. (28)	491	140	28.5	280	57.0	140	22.2

The above must be considered as a guide only for want of better information on which to base an estimate. During the milder months and for the season as a whole the percent increase will be higher than those shown because the homes using the higher temperatures will have fire burning when other homes do not.—Ed.

proud names in the lp-gas industry



Many times we are asked to explain the name TULOMA.  
Where did it come from? Why did you select it? What does it mean?

The name TULOMA comes from Tulsa, Oklahoma — the LP-Gas  
Capital of the World. We took the first three letters from TULsa, and the  
last three from OklahOMA.

Because we are headquartered in Tulsa, and because our only product is  
LP-Gas, the name TULOMA just naturally came to mind. It fit so  
perfectly and it's so easy to say and remember.

Why don't you try it? Give us a call, or send us a letter. We market  
nationwide, you know, from more than 35 sources of supply strategically  
located to give you dependable service the year 'round.

TULOMA GAS PRODUCTS COMPANY  
PAN AMERICAN BUILDING • PHONE Cherry 2-3261 • TULSA, OKLAHOMA





JULY 1957

## beyond the mains



### BATTLE OF THE SUBURBS TAKES NEW TURN

WHAT HAPPENS IN GAS APPLIANCE SALES IN THE NEXT FEW YEARS will determine the long range future of the L. P. gas industry. The domestic load has always been the backbone of the business. There is no reason to believe that this will change. The industry will rise or fall with the sales curve of domestic appliances. As pointed out in our "Beyond the Mains" column in the June issue, gas is now losing out to electricity in many of the large tract home building projects that ring our cities. Unless this trend is reversed the market for L. P. gas in the suburban areas will shrink rapidly, and this trend will be reflected in the rural areas.

Gas appliance manufacturers and far-seeing L. P. gas dealers view this situation with concern. That all branches of the industry are well aware of the situation is evidenced by the development and increased activity of industry programs aimed at promoting the use of gas in both city and country areas. As was brought out in the six articles on "Unified Gas Industry Promotion" which appeared in BUTANE-PROPANE News (October 1956 through March 1957) most of this activity has consisted of advertising and publicity of various forms.

This is a step in the right direction, but it is only one step. It has become increasingly obvious that something else is needed to make the program completely effective. Advertising can overcome objections, create acceptance, and sometimes even create demand. But nothing really happens until sales are made. Taking the country as a whole, gas appliance sales have reached a peak and are starting down. This is true in spite of the fact that gas has obvious advantages over electricity as a source of domestic heat. It is true in spite of the fact that more people have been influenced by experience and advertising to prefer the conveniences and advantages of gas. This means that more people should desire to use it, and sales efforts should be more productive. Where are the gas industries falling down?

This question has been particularly puzzling to the manufacturers of gas appliances. Obviously there are reasons for everything that happens. What are the reasons for the present gas appliance slump? Sales executives and presidents, the men

Continued



You can PULL OUT of the RED with



## *Economy* Payloader LPG Transports



From Refinery to Bulk Storage Plant you make **PROFIT-HAULS** with *Economy* Blimp or Step-down Transports

The operator who demands only the finest can be sure of *profitable* performance from any of the new series, *Economy* Payloader Transports. Built of lightweight, highest tensile steel obtainable (85,000 or 105,000 psi), these new Payloaders give you bigger profit-hauls. You'll like the new Payloader's perfect balance and roadability. What's more, you'll like the *new low prices!* Yes, you can pull out of the red with *Economy* LPG Equipment! Write, phone or wire for details.

### *Economy* FEATURES

1. Engineered and designed for perfect load distribution to comply with existing State Laws.
2. Latest ASME code and ICC construction.
3. 250-lbs. per square inch working pressure, X-ray (Perfect Weld) and Stress Relieved for Max-Payloaders.
4. Highest tensile steel obtainable (85,000 or 105,000 psi).
5. Relief valves recessed for maximum safety.
6. Rotary Gauge thermo-well recessed.
7. Newest model Reyco lightweight Tandem Unit with air or vacuum brakes.
8. Strong, equally spaced baffles to prevent surging of load.
9. ICC vapor proof lighting, standard color code wiring in copper tube and conduit.
10. Two coats of white enamel over primer... a beautiful finish.

**Prompt Delivery — Most Items In Stock**

**BE SURE TO GET  
OUR NEW LOW PRICES!**



**FINANCING AVAILABLE  
FOR APPROVED DEALERS**

## **DALLAS TANK COMPANY, Inc.**

*Quality tanks for a quarter of a century*

201-5 WEST COMMERCE ST., DALLAS, TEXAS

Phone Riverside 5001

• 409 LEE ST., VICKSBURG, MISSISSIPPI

Phone 2971

## beyond the mains



responsible for the manufacturers' volume and profits, want these answers. Because it is our business to keep in touch with these trends and help chart the course for the future, the editors of BUTANE-PROPANE News also want these answers. We believe that our readers whose future welfare depends on the gas load created by gas appliance sales also want these answers. And we all want them without loss of time. They could be gotten through the customary methods of research. It takes time to hold interviews or send out questionnaires, then tabulate the results and publish reports.

The quick and direct method seemed to be for our staff to set up discussion groups of appliance manufacturers and representative L. P. gas dealers. The meetings should be small enough to permit free and frank discussion, but large enough to bring in a wide range of facts and experience. The meetings should be devoted entirely to that one purpose, and should offer ample time for full discussion. The Chicago convention offered an ideal opportunity to bring the first of these groups together with minimum expense and inconvenience.

Such a meeting of manufacturers and dealers was held at the Lake Shore Club in Chicago on May 11. It was attended by high executives of six appliance manufacturers, twelve L. P. gas dealers from various parts of the country, appliance heads of LPG producer-marketers, and the entire full-time staff of our magazine who served as hosts. The dealer participants were selected to give wide geographical coverage, and to represent small, large independent, and chain dealerships. All have had long experience in the L. P. gas business, and were known to be willing to speak their minds.

With hair let down all around, no holds barred, and the assurance that nobody would be quoted without his consent, the discussion became frank, lively, and constructive. The road-blocks that now interfere with sales were clearly stated, and constructive measures were proposed to clear away the interferences and get more selling done. A report of the subjects discussed, conclusion reached and recommendations made for future action is presented in the first article in the feature section of this issue.

Similar meetings will be held under the sponsorship of our editorial staff in other strategic areas, for discussion of specific phases of the program developed at the Chicago meeting, and to coordinate the general plan with conditions in those areas. Out of this extra-curricular activity we hope to bring the appliance manufacturers and the L. P. gas dealers into closer and more effective working harmony for their joint benefit. We believe that a program was born at that Chicago meeting which will have far-reaching and beneficial effects throughout our entire industry.

*Carl Abell*

# PENN TUBING . . . . .

## helps **EXPAND SALES** in *New* **LP GAS MARKETS!**



### *Penn Recommends:*

Clean, uniform approved PENN QUALITY TUBING. It conforms with underwriters' recommendations and is available in 50' coils individually boxed within masters in re-shippable protective cartons in the following O.D. sizes and wall thicknesses.

1/8" O.D. x .030 wall	3/8" O.D. x .032 wall
3/16" O.D. x .030 wall	1/2" O.D. x .032 wall
1/4" O.D. x .030 wall	5/8" O.D. x .035 wall
5/16" O.D. x .032 wall	3/4" O.D. x .035 wall

Greater demands are constantly being made upon LP gas dealers to service not only the growing population "beyond the main," but also many new and diversified uses of liquefied petroleum.

Copper tubing plays an important part in the efficient and dependable operation of all LP gas installations. PENN QUALITY TUBING, drawn specifically for the LP market, is best for every use for it is uniform, dependable, clean and bright. PENN QUALITY is easy to stock, inventory, carry and use.

Next time you order tubing specify PENN QUALITY, the copper tubing that meets all your needs. Use a known tubing that is dependable—insist on PENN—stock PENN QUALITY TUBING and be ready to serve these expanding markets.



### **TRANSPORTATION\***

This growing market includes city and rural bus lines, long distance trucking and farm tractors. With more service stations dispensing LP gas this field will grow fast.



### **AGRICULTURE\***

This large market is growing faster since the development of LP crop drying—irrigation systems and all-year barn air conditioners. These are all self-liquidating projects since they lower costs, increase yield and promote higher market prices, therefore, you can count on great growth in your agriculture business.



### **INDUSTRIAL\***

This increasing market shows LP gas growing as a primary and "standby" fuel for industry. Other industrial uses include LP gas industrial incinerators, LP gas powered concrete mixers and fork lifts, just to name a few reasons to look for an increased volume in your industrial department.



### **DOMESTIC\***

This rich market consists of new users, new appliance sales and new home construction with all-LP gas appliances—Range—Built-in wall oven—water heater—refrigerator—home laundry (washer and dryer)—incinerator and all-year air conditioner.



The Papco Tube Tool kit includes the No. 400 flaring tool, the No. 500 cutting tool and the No. 400-AD Form-gauge.

\* When ordering tubing—Specify PENN and you serve and service your markets better.

**PENN manufactures Quality copper and aluminum tubing and PAPCO flaring and cut off tools.**



**PENN BRASS & COPPER COMPANY**

GENERAL OFFICE and PLANTS: ERIE, PA. • Phone 3-1164



By NEIL REGEIMBAL

Correspondent



## BPN Washington Report

From BUTANE-PROPANE News Washington Bureau

### Gas container identification

The Interstate Commerce Commission would be required to write tough new rules covering uniform identification symbols and standards for receptacles for compressed gases under legislation now pending in Congress. L.P. gas tanks and cylinders would be included.

The measure, introduced by Rep. Harry J. McGregor (R.), Ohio (H.R. 6992), would direct the ICC to publish regulations providing for a uniform coloring or identification mark for any container with a water capacity of less than 1000 lb in which gas under pressure could be transported.

It would also provide for regulations establishing uniform type outlets for such receptacles for various types of gases. Transportation in interstate commerce of "any cylinder, tank, flask, drum, or other container" without a colored marking or symbol indicating the type of gas with which it was filled would be illegal.

### Easier terms on mortgages

Slumping appliance sales will get a boost if Congress approves pending legislation to give the home building industry a hefty boost.

The legislation makes mortgages available on easier terms and increases the government's financial support of home mortgages. But it may run into trouble. The bill, as approved by the Senate Banking Committee would hike the government's spending for housing by almost as much as the \$1.4 billion the lawmakers had been able to trim from the President's budget in the first five months of the session.

In addition, the program the Senate Committee proposed is far more liberal than either the House or the Administration had approved.

The bill would lower down payments on FHA-insured home mortgages to 2 per cent of the first \$12,000. Present laws require 5 per cent on the first \$9000 as a down payment. It would also increase by \$1.2 billion the amount of money the government could use to buy back mortgages in order to provide lending institutions more money to lend.

### New appliance sales competition

L.P. gas dealers in areas near military bases may soon be facing new competition for appliance sales from post exchanges.

The Air Force has received Pentagon permission for a one-year "test" of interest-free credit for ser-

vicemen at two air bases—March Field in California and Wright-Patterson Field, near Dayton, Ohio.

Under the plan, servicemen and their families will be able to charge purchases of from \$35 to \$300 on either a 30-day account or a six-month deferred payment account. They will receive a credit authorization depending on their rank and pay.

No interest will be charged on any of the accounts, an Air Force spokesman says.

Credit systems such as that to be tested will increase the unfair type of competition private business faces from exchanges, retailers say.

### Rail increase hearings to end soon

The ICC was expected to wind up its hearings soon on a requested 17 per cent rail fare increase, which would apply to shipments of L.P. gas as well as other commodities. If the Commission follows its usual procedure, no decision on the rate hike will be made until late summer or early fall. If the rails get an increase, the truckers will probably get an equal hike.

### Postal increase may be held off until next year

Congress, after getting off to a noisy but slow start, is going to be pressed for time this year. As a result, some important legislation is going to either have to be rammed through at the last minute, or held off until next year.

Among the controversial measures that are likely to get caught in the final rush are postal rate increases; minimum wage extension to retail operations, and the White House program to aid small business.

The pending postal program would raise first class mail rates (bills and quality advertising) from 3 cents to 4 cents; raise third class rates (most advertising) by as much as 50 per cent, and increase parcel post rates if the Interstate Commerce Commission approves.

Backers of extending the minimum wage law to retailers delayed the bill while they argued among themselves whether to cover only a few very large merchants (those bringing more than \$1 million a year in goods across state lines and with more than 100 workers), or any store with annual sales of \$500,000 or more. Whether retail workers should be subject to the overtime provision when they work more than 40 hours a week also split backers of extension.



*Tank cars for  
"on time" delivery*

Texas Natural's large fleet of tank cars, which are always on the go, assure you of "on time" delivery 12 months in the year. From the Company's underground storage facilities (the largest in the world) pipe lines, tank cars and tank trucks rush LP Gas to customers throughout most of the United States.

This combination of Plentiful supply plus the facilities for fast distribution assure Texgas customers *results* instead of promises.



Pictured here are a few of the modern fleet of tank cars owned or leased by Texas Natural. If you need better service and higher quality products make your next contract with Texas Natural.



► BUTANE ► PROPANE ► NATURAL GASOLINE

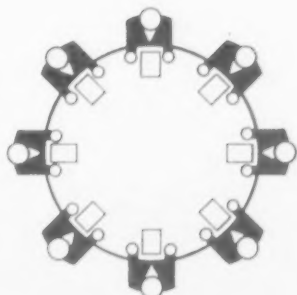
**TEXAS NATURAL GASOLINE CORPORATION**

**TULSA, OKLAHOMA**



A report on the first of a series of manufacturer-dealer meetings

## Appliance sales problems considered by manufacturer—LPG dealer forums



**"Appliance manufacturers do not understand LPG dealers' problems. Dealers do not understand manufacturers' problems. They need a chance to talk to each other." So BPN arranged a party for free and unlimited discussion between the two groups. Do you agree or disagree with their conclusions? Will you write us a letter giving your views?**

**T**HE battle of gas vs. electricity moved into a new phase on May 11 when a group of high executives of gas appliance manufacturers, LPG producers, and representative L. P. gas dealers met at the Lake Shore Club in Chicago to study the current situation and map strategy for a fresh attack. The group assembled at the invitation of BPN editor Carl Abell, who served as host at the luncheon and moderator of the discussion that followed.

### "Battle of the Suburbs"

The discussion began with the "Battle of the Suburbs," where the principal action is now being fought. As explained in "Beyond the Mains" in our June issue, what happens in the expanding fringe of tract housing developments around our major cities will determine the future of both the utility and the rural gas industries. The L. P. gas

dealers in those suburban areas are the key to the situation. They can function or fail, depending on the creation of effective liaison between the gas appliance industry, the LPG industry, and gas utilities.

As outlined in previous issues of *BUTANE-PROPANE News*, (Unified Gas Industry Promotion, October 1956 through March 1957) joint action by the two branches of the gas industry is rapidly taking form. But the actual sale of gas appliances in the suburban areas is slowing down. This is of primary concern to the gas appliance manufacturers, and to the L. P. gas dealers, most of whom are in the appliance business as well as in the gas business. Both groups are aware that unless the present trend is reversed, and soon, the effect on their respective futures will be really serious. Our editors felt that the appliance manufacturers could learn more about the current problems in gas appli-

ance sales from the L. P. gas dealers than from any other source, and that a frank and open discussion would pinpoint the key problems and might lead to their solution.

### The Chicago area

The discussion was opened with an analysis of the situation in the Chicago suburban area, as described by Robert Hemphill, of Hicksgas. Chicago has the largest single concentration of gas domestic appliances and heating equipment in the world. It is typical of most of our other urban areas, but because of size and other factors, the situation is more critical. Its suburban areas are expanding far beyond the ability of the three local utility gas companies to keep pace. The majority of people moving into these suburbs are coming out of the Chicago urban area, where a high percentage had previously lived in apartments and flats. Most of them

Follow these manufacturer-dealer discussions of LPG appliance selling by reading the reports of future meetings in BPN. If you are not now a regular subscriber, make sure of your copy each month by using the subscription order form on the Readers' Service Card in this issue.

know about gas, because they have used it in their previous dwellings. But they do not know about modern gas appliances, with their higher convenience and efficiency. Their previous appliances were supplied by landlords, and they were for the most part the lower priced models, many of which should have been replaced years ago, and they could not compare with modern gas conveniences.

The electric story sounds good to these people. Compared with their previous gas appliances, the new electric units are a great improvement. With no experience to guide them they do not know that modern gas appliances go a great deal farther in supplying convenience and economy than even the newest electric appliances. And most of them have never heard that the conveniences of modern city gas appliances can be theirs beyond the end of the pipe lines.

The Consolidated Edison Co. has taken full advantage of this situation, and will continue to do so until effective counter measures are

taken by the three city gas utilities and the 35 to 40 L. P. gas dealers in the suburban area. The situation is not helped for the gas industries by the fact that there are "matched all-electric kitchen" assemblies available to builders from a number of sources. These units are matched and harmonious in every respect—same height, same trim, same tint of white. They even match the other units in the ready-made kitchens that are generally installed in these quantity-production homes. This is possible because of the small number of manufacturers involved in supplying the complete assembly, and because the builder can buy the complete set of kitchen units in one place.

No such uniformity is available in gas appliances and kitchens. The units come in different heights, different whites, different trim, and from different places. And the refrigerator must nearly always be electric. There is only one source of gas refrigerators, and this one manufacturer could not begin to supply the current needs of suburban Chicago. Our industry definitely needs closed coordination of design by the gas appliance manufacturers in producing units that can be assembled into matched kitchens for the quantity building market.

Domestic heating requirements in the Chicago suburban area are met by oil, gas or to a less extent by coal, according to Mr. Hemphill. The electric people are promoting oil heat because it provides automatic heat but keeps gas pipes out of the houses and thus offers protection against the loss of the appliance load to gas. Only a limited amount of house heating business can be taken by these suburban L. P. gas dealers, because there is too little gas available to a Chicago dealer for a strictly winter load unless he has connections somewhere else to provide an offsetting summer load.

Where adequate water supplies are available the electric company is now promoting the heat pump as a means of balancing its load throughout the year. They are at present suffering from a summer peak on account of their air-conditioning load. The only thing that keeps this peak within bounds at present is the inadequate wiring which prevents air-conditioning of most of the older homes in the city. The new homes being equipped with all-electric kitchens are wired for all of these electric services, with various forms of subsidies being extended to builders to insure the use of electric appliances.

The gas industries in the Chicago

---

Marketing problems are serious business at the first BPN Appliance Sales Conference.





## First BPN Appliance Sales Conference



area are now working on the formation of a unified advertising and promotion program, but its progress to date has been disappointing. This program is badly needed, but it can not be fully effective without a great deal of additional work in the creation of matched all-gas kitchens and the development of means of selling them in quantity to the builders.

### Plan countermeasures

With this outline of the suburban situation before them, attention of the group was turned to ways and means to provide effective countermeasures. The 150-million dollar appliance promotion program now being carried out by the electric industry came in for considerable discussion. It was pointed out by Raymond Woodward, of Jacksonville, Fla., that this is too great a promotional load to take out of the present volume of electric appliance sales. It seems, therefore, that a large part of this financial burden

must be carried by other activities of the electrical industry—it might extend even to the enormous construction contracts and the less remote activities of installing generating and distributing systems. In view of the present legislative and regulatory trend in favor of small business, he suggested that anti-trust action might be promoted to require the breaking up of the huge integrated electric manufacturing companies into separate smaller producing companies so the appliance departments would have to stand on their own feet. It was felt that if this could be accomplished some of the hidden subsidies now favoring electrical appliances could be exposed and reduced.

Most of the discussion that followed centered around the problem of how sales volume can be increased. This included how manufacturers could be of greater help to dealers, and how dealers could be of greater help to manufacturers and themselves.

Failure of dealers to make more effective use of "dealer help" material came in for critical examination. It was stated by manufacturers and admitted by dealers that large quantities of these dealer aids are allowed to gather dust on dealer's shelves until they are no longer useful. While admitting that some of this loss is due to their own inertia, several dealers pointed out that much of the material in question does not meet their particular needs. They stated that they have no shortage of material advertising the sales points of particular appliances, but that their greater need is for stuffers and other advertising materials that "sell gas and the advantages of types of gas appliances." A prospect for a water heater or clothes dryer, for example, is not ready to consider a specific brand of these appliances until she is first convinced that it should be operated by gas. Emphasis on gas is necessary because of the current competitive campaign to promote electricity as "the modern way." This is of particular importance to the dealer who is remote from a functioning unified gas

Manufacturers, suppliers and dealers listen to BPN Editor Carl Abell



## **FIRST** BUTANE-PROPANE NEWS

Appliance Sales Conference  
Chicago, May 11, 1957

### • MANUFACTURERS

Walter G. Ullman, Vice President, The Siegler Corp.  
Lee Brand, President, Empire Stove Co.  
E. S. Kleinmann, Vice President, Dearborn Stove Co.  
Frank McFerran, General Sales Manager, Ruud Manufacturing Co.  
L. C. McRoberts, Market Manager, Minneapolis-Honeywell Controls Co.  
Sam. K. Wilson, Advertising Manager, George D. Roper Corp.

### • PRODUCERS

R. N. Freiermouth, Mgr. Appliance Div., Phillips Petroleum Co.  
Don Barton, Sales Manager, Skelgas Div., Skelly Oil Co.  
A. L. Beck, Advertising Manager, Tuloma Gas Products Co.

### • L. P. GAS DEALERS

R. M. Hemphill, President, Skokie Valley Hicksgas, Inc., Skokie, Ill.  
Mrs. R. M. Hemphill.  
Raymond S. Woodward, President, Western Natural Gas Co., Jacksonville, Fla.  
F. M. Rowles, President, California Liquid Gas Corp., Sacramento, Calif.  
James Wilson, Altaville, Calif., President, Western Liquid Gas Association.  
Gene McDonald, President E'town Gas Co., Elizabethtown, Ky.  
Stankey Ward, Manager, Lakeland Gas Co., Waukegan, Ill.  
Mrs. Gussie Spears, President, Bakern Liquid Gas Co., Bakersfield, Calif.  
Fred Lundin, The Dri-Gas Corp., Hinsdale, Ill.  
T. F. McCormick, Sales Manager, The Dri-Gas Corp., Hinsdale, Ill.  
George Gawthrop, President, Kentucky Gas Co., Winchester, Ky.  
Clarke Van Meter, Manager, Great Plains Div., National Propane Corp., Cedar Rapids, Iowa.

### OTHERS

G. C. Buzby, President, Chilton Company  
R. E. McKenna, Director, Chilton Company  
Carl Abell, Editor, BPN  
Frank M. Chapman, Publisher, BPN  
Gilbert Bowman, Promotion Mgr., BPN  
Martin A. Brower, Associate Editor, BPN  
Robert J. Sipchen, Field Editor, BPN  
Richard Duffy, New York Mgr., BPN  
Wm. E. Comiskey, Chicago Mgr., BPN  
Howard Baird, Cleveland Mgr., BPN  
Harold Mott, Tulsa Mgr., BPN  
Wm. J. Smyth, Dallas Mgr., BPN  
C. L. Parkhill, Consulting Engineer, San Marino, Calif.



industry promotion, and is needed to coordinate the local dealer's efforts with the national industry promotion material that does reach his community. Manufacturers who were present agreed to give serious study to this problem, and try to come up with material that would be more ideal for dealers' use.

### "Catch 'em young"

Gene McDonald, Elizabethtown, Ky., and Don Barton of Skelgas stressed the importance of "catching customers young and raising them right." In this connection they pointed out the importance of seeing that gas appliances are included in the equipment of the home economics laboratories and classrooms of the teacher-training colleges and the local schools. This is being done in some areas, and by some organizations operating over wide areas, but it should receive much more industry recognition because "most school-girls eventually become housewives, and it is important that they know the conveniences and advantages of gas through personal experience before some glib electric salesman convinces them that the only modern way is the electrical way."

Both speakers emphasized the importance of installing the finest models in the schools, on the basis that experience with the latest improvements is vital to the best teaching, as well as necessary to meet the competition with the electric salesmen, who almost always try to sell the best equipment that they have available. The only way to beat the competition of the best electrical appliances, they pointed out, is to sell gas appliances that are even better. Low priced, low quality appliances will not make the grade in that kind of competition.

### Old-fashion selling

Getting off the promotion level and down to real brass tacks, almost everyone participating in the discussion agreed that the big



Woodward, Brand and Duffy enjoy the day's tallest Texas tale, spun by Kleinmann.



Chicaguan Sipchen shows Mr. and Mrs. Hemphill and Abell what happened the last time the "bull" was thrown in the windy city.



California's delegation, Wilson, Spears, Rowles and Abell try hard to be happy. Only one makes the grade.



McCormick learns about beverages from two gentlemen from Kentucky, Gawthrop and McDonald.



Three BPN men, Baird, Chapman and Comiskey close in on Sam Wilson, the only appliance advertising manager in the party.



Freiermuth "cooks with gas" for Buxby, Lundin and McRoberts.



## First BPN Appliance Sales Conference



Ullman, Van Meter, Comiskey and Buzby hang on Chapman's line.

job before both groups is to create a revival of old fashioned selling. Personal selling, they agreed, is at the lowest ebb that we have seen in the past generation. It is becoming increasingly difficult to interest men in selling as a career. While the opportunities in the sales field are as good as they ever were, success in this line still requires energy, hard work, and initiative. Competition from the technical fields is drawing off a great majority of the type of men who formerly went into selling. The increasing emphasis on "security" and the stifling of initiative that follows has reduced the number of potentially successful salesmen almost to the vanishing point. Manufacturers, distributors and dealers are all feeling this pinch. One medium sized dealer reported that he had "gone through 22 salesmen in the past five years, has only two left, and they can only sell when and if the customer insists on buying."

The consensus was that owners and managers are too busy to do enough selling in addition to their

other duties, and the difficulty of securing and training good salesmen has been more than the average dealer can handle. They need help from the manufacturers, or from any other source where help can be had, in meeting this problem. One dealer in a fast-growing area stated that he had given up trying to hire competent men as salesmen, and had engaged a group of women. He is having fair success with housewives who have taken up appliance selling on a part-time basis.

Gene McDonald asked for help from the manufacturers in training dealer salesmen. He offered to pay for the services of any manufacturer's salesman who would come in to his establishment and help build a competent sales force, or as an alternative, that he might send his men to the factories for the kind of sales training that he received when he first entered the appliance business. He got a big surprise when Lee Brand, of Empire Stove Co., replied that his company does conduct such a school for

dealer salesmen, but that attendance has been discouragingly low.

Since so much emphasis had been placed on the immediate need for an effective sales training program for those selling appliances in the L. P. gas industry, Editor Carl Abell promised that BUTANE-PROPANE *News* would start at once to develop and publish a complete sales training course designed specifically for the L. P. gas industry. This is to be worked out along the lines of the Safety Training Program which the magazine published in 1953 and '54.

### Future meetings

At the close of the three hour discussion several men from the three participating industry groups expressed the hope that such meetings could be arranged at suitable times in the future, to promote closer liaison and more complete and uninhibited interchange of information. Walter Ullman, vice-president of The Siegler Corp., also pointed out the need for some means of linking the many groups working on various phases of this common problem into an integrated working force.

Editor Abell offered the services of the editorial staff, and of the magazine, in continuing the meeting program and in carrying out the objectives which had been outlined. Arrangements are now being completed for a series of similar meetings to be sponsored by BPN in Los Angeles, Nashville, New York, Chicago and Cleveland. L. P. gas dealers, suppliers and appliance manufacturers wishing to take part in these coming meetings should write Carl Abell, BUTANE-PROPANE *News*, 198 So. Alvarado St., Los Angeles, Calif., outlining their feelings on the subject. ■

### REPRINTS AVAILABLE

Reprints of this article will be available at 20 cents each. Quantity discounts: 10 to 49 copies, 20 per cent; 50 copies and up, 30 per cent.



By L. H. HOUCK

**S**O great was the saving brought about by the use of L. P. gas-fired unit heaters at Bourbon High School, Bourbon, Mo., that it helped pay for a new L. P. gas-equipped home economics laboratory.

"We owe a lot to L. P. gas here at Bourbon High," stated Mrs. Jo Nelle Roberts, home economics teacher, while showing off her modern laboratory to *BUTANE-PROPANE News*.

The home economics department at Bourbon High occupies one of the largest classrooms in the L. P. gas-heated building. The classroom is double size and accommodates large groups of girls who take classes in home economics and domestic sciences. And they learn how to do it with L. P. gas.

Equipment is the most modern available and on a par or surpassing equipment to be found anywhere in the country in similar departments.

Included are two modern automatic L. P. gas ranges with new-type broiler valves, center simmer burners, automatic controls and 100 per cent safety features, which aptly demonstrate to the students the extra conveniences of the modern gas stove.

Other equipment in this department duplicates that to be found in the most modern kitchens of the most modern homes—steel cabinets in wall and base types, refrigerators, deep freezers, hot and cold running water, modern kitchen sinks and a battery of sewing machines. The student completing the requirements in this course is prepared for life with an expert knowledge of home making.

Presiding over this department is Mrs. Roberts, whose enthusiasm about teaching the use of equipment as well as in the production of appetizing and nutritious foods make her an ideal teacher.

"When it came to choosing cooking equipment we were already sold on L. P. gas convenience and economy," Mrs. Roberts said, "but that was only one reason why we chose it for our school use."

Mrs. Roberts said that the most



The modern L. P. gas ranges in the Bourbon High home economics laboratory were made possible to a great extent by suspended L. P. gas heaters such as that shown heating the lab. Standing at the left is teacher Mrs. Jo Nelle Roberts.

## 'We owe a lot to L. P. gas'

Five years ago, school officials at Bourbon High School, Bourbon, Missouri, decided on L. P. gas for heating the classrooms, auditorium-gymnasium, and cafeteria. How well satisfied the authorities are with their decision was reported on these pages last month. But that was not the end. Due to the savings brought about by the use of an L. P. gas heating system, Bourbon High was able to outfit a complete L. P. gas home economics laboratory. Here is the second and concluding part of the Bourbon High School story.

Teacher Roberts instructs two girls on use of an L. P. gas range in preparation of mouth-watering dishes. "There is no doubt that gas is the fastest, cleanest and most economical way to cook," stated Mrs. Roberts.



important objective of the department must always be kept uppermost in planning the course of instruction. That objective, she said, is to teach girls the best way to cook and home making in general.

"There is no doubt that gas is the fastest, cleanest and most economical way to cook," Mrs. Roberts said, "and we must teach economy as well as method."

She pointed out that gas ranges have work-saving automatic features not found on any other kind of range, that L. P. gas is always dependable with no heating elements to burn out, no low pressures to plague the finishing touches to a pot roast, and no interruptions of class routine from power failures.

Through college and in living in various parts of the country, Mrs. Roberts has had experience with all types of cooking facilities and these experiences have led her to endorse gas.

She told BUTANE-PROPANE News what a boon to the farm home L. P. gas was when it was installed in her childhood home in Nebraska. She first learned to cook in her mother's kitchen with it.

Most important, however, she pointed out, is that most of the Bourbon High students have L. P. gas at home, and are most likely to have homes of their own with L. P. gas, and so it is vital that they have

the utmost in training on the latest equipment of this type.

"We stress the economy of L. P. gas," Mrs. Roberts said, "but there is another economy connected with it that is most important to the high school graduate who is starting a new home and family. That is the economy of the L. P. gas range which has a lower first cost than other ranges. This difference is tremendously important to a young couple starting out in life. Another savings is the lower cost of installing the gas range as com-

pared with an electric range. You cannot over emphasize these points or discount the dollar value."

Mrs. Roberts' classes are taught a full course in cooking from essentials to frills. It is a well known fact that many who sing the song, "If I Knew You Were Coming I Would Have Baked a Cake" simply can't bake a cake. Bourbon High students taking this course can make a cake, bake bread, too, sometimes called the lost art. They know what an oven can do when it has inherent high qualities as well as modern controls.

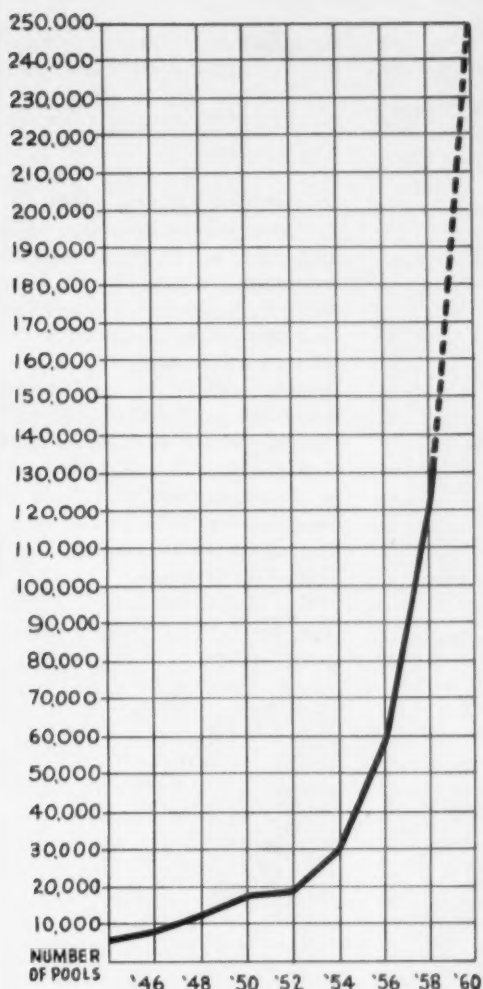
Probably one of the most satisfying features of the L. P. gas and the home economics course is that students can do some of their homework on their own ranges at home. Girls who can come home and show mother and the rest of the family what they've learned to cook at school, increase the family pride in accomplishment.

One point often overlooked, according to Mrs. Roberts, when it comes to cooking with gas, is that the gas heat is faster.

"You have to think what you're doing when you're cooking," Mrs. Roberts says, "and some of the recipes and methods are complicated. You can think faster when you're cooking with gas. You can adjust the burners to the precise point wanted. This is a big advantage over setting heat in steps. We, at Bourbon High, will take gas every time." ■



Cooking "by ear" is out at Bourbon High. Here, home economics teacher Roberts gives scientific cook book instructions to two girls using one of the two L. P. gas ranges in the lab.



## Come on in, the water's fine

If you haven't been keeping up with the phenomenal growth in the number of swimming pools being built in the United States, the figures on the next few pages will astound you. And keeping pace with swimming pool building is swimming pool heating which extends the swimming season as much as three times. The market for L. P. gas dealers is a good one, since gas is the preferred fuel for firing the special swimming pool heaters. It is a heavy load and one that can help balance the winter peak. Turn the page for the complete story.

By MARTIN A. BROWER • Associate Editor

Fig. 1. Total number of swimming pools in the U. S. by years.

This miss can use her swimming pool up to three times as long each season if it is heated with L. P. gas.

Photo courtesy Paddock of California



**TABLE I. CLASSIFICATION OF SWIMMING POOLS IN THE U.S. BY USE AND OWNERSHIP—1948 to 1957**

Classification	Jan. 1 1948	July 1 1952	Jan. 1 1954	Jan. 1 1956	Jan. 1 1957
Residential	2,500	8,500	15,000	35,000	57,000
Commercial	800	850	900	1,200	2,300
YMCA, institutional, schools, hotels, motels, etc.	2,200	2,700	5,200	8,800	14,400
Municipal, county, community	4,000	4,300	4,700	7,400	9,300
Country & city, club, apt. house, home development, misc.	1,200	1,500	2,500	3,600	6,000
Totals	10,700	17,850	28,300	56,000	89,000

Source: *Swimming Pool Age*

**T**HREE years ago, it would have been nearly impossible to find an L. P. gas dealer anywhere in the United States who had a swimming pool heating customer. Three years from now, it will be nearly impossible to find an L. P. gas dealer who does *not* have a swimming pool heating customer.

That's how fast the phenomenal swimming pool industry is growing. At the beginning of 1946, there were 8000 swimming pools in the entire nation, 2000 of them residential. Ten years later, at the beginning of 1956, there were 56,000 pools, 40,000 of them residential. And at the beginning of this year, there were 89,000 swimming pools in this country.

A total of 33,000 pools were built last year and 45,000 new pools is the estimated figure for this year.

In 1940, there were 200 private pools in existence in the U. S. This year, private pools are being built at the rate of 3000 per month.

Had enough? Let's just cap it off by saying that by 1960, there should be 250,000 public and private swimming pools in this country. (See Fig. 1.)

It is evident that the swimming pool industry has had a sharp and rapid growth since the end of World War II. A lot of reasons are given for the growth, but no one seems to really know why the sudden demand or care. The fact is that almost everyone wants a

pool. Hotels and motels find that they cannot keep up with competitors who have pools unless they have one too. Public schools are going after pools like crazy. Every city of any size is building one or more municipal pools. And in the residential department, all over the country, tract houses are being offered complete with pool. Advertisements of older homes offered for sale carry the line "enough room in the yard for a pool." And where individual home owners are not installing pools in their own yards, groups of neighbors are forming clubs to build community pools. (See Table I.)

The greatest swimming pool demand so far has been in southern California, the Miami area of Florida, and around the Gulf Coast. But the eastern seaboard and the mid-west are beginning to catch up. Pool authorities claim that

the greatest percentage growth during the coming years will be in the latter two areas. (See Table II.)

### The market for L. P. Gas

Three years ago, about 15 per cent of the new pools built were equipped with a pool heater. Today, reports of new pools equipped with a water heater range from 50 to 75 per cent. Many of the pool owners who do not buy a heater when the pool is first built ask to have the plumbing installed so that a heater can be added later. And a heavy percentage of all pool owners who build a pool without a heater have one installed by the end of the first year.

Gas is acknowledged as the best fuel by far for firing swimming pool heaters. Trouble-free, automatic operation is a must for a pool heater. Electricity is slow and far too expensive and oil is dirty, not easily adjustable, dangerous, and so inefficient in smaller heaters as to be too expensive to be considered for pools smaller than 20 ft by 40 ft. Gas—natural, manufactured, or L. P.—is the answer. Potential pool heating customers do not have to take the L. P. gas dealer's word for it. Let him ask his swimming pool dealer. Every one of them will strongly recommend gas.

With this type of set-up, the only L. P. gas dealers who do not cut deeply into the pool heating market will be those who are sleeping on the pool's edge rather than diving in with a healthy jump on the springboard.

Pool heating gives a heavy gas load and is a definite load balancer

**TABLE II. NUMBER OF POOLS IN U.S. BY AREA OF COUNTRY**

Area	Jan. 1 1956	Jan. 1 1957
Pacific Coast	29,000	41,500
Texas & Mid South	9,000	15,800
Arizona, New Mexico & Mt. States	3,200	4,400
Florida	3,800	6,000
Mid West	5,000	9,700
East	6,000	11,600
	56,000	89,000

Source: *Swimming Pool Age*



in most parts of the country. Generally, the pool will not be used during the winter, but will be used with the heater during the late spring, almost all summer, and during the early fall.

Consumption of LPG will of course vary with climate, size of pool and length of time the pool is used. An average for a private pool, however, might be in the neighborhood of 1000 to 2000 gal. of L. P. gas per season and an average for a motel or club pool will be about 2000 gal. and up per season. Public pools can become quite large and LPG consumption will go up accordingly.

### Why heat a pool?

Water enters the pool from the water lines or from the well at a temperature of 60° F or lower. But most people like to swim or play in water which is 70 to 80°. The majority of people will not use a pool when the water is under 75°.

It takes a long time under the sun to heat up a body of water such as that in the average pool and except for a few days in most areas the sun is never enough to warm the pool to 75°. The only answer is to add heat.

But there is more reason than that. Except for a very few months during the year—even in southern California and southern Florida—is pool water bearable at all without heat. Unheated water is prohibitive for 7 to 8 months in California and up to 10 months in other parts of the country.

A swimming pool is a sizable investment and the owner wants to enjoy it as much as possible. Adding a \$500 heater to a \$3000 pool can double or even triple its use. The swimming season can be extended up to eight months with a pool heater. And this earlier-in-the-spring and later-in-the-fall use is especially attractive to motels and resorts. Many tourist courts in the South use heated pools as an attraction.

Depending on the area of the country, heating can be used from 30 to 50 weeks per year.

For these reasons, approximately one-third of all swimming pools in use today are heated and the

## ***Come on in . . . An L.P. gas pool heater can extend the season up to eight months***

other two-thirds are potential heating customers. And every new pool owner is an immediate potential customer. One third of the pools presently heated are smaller than 20 by 40 ft, so an owner of a small pool is no less a prospect than the owner or potential owner of a large one.

The heater trend will undoubtedly follow the filter trend. In 1945, only 10 per cent of the swimming pools in this country had filters. But a total of 98.6 per cent of the pools built last year had filters.

### Heating the swimming pool

Heating swimming pool water is quite different from heating water

for other purposes. For that reason, it takes a special water heater—one designed for swimming pools—to do the job right.

The water in the pool constantly circulates through a filter. The heater is tied into the circulating water pipes right after the filter. Obviously, the heater is of the instantaneous type. But even though the water is filtered, it is loaded with minerals which can be deposited on the heating equipment. If the heater is not built with this in mind, a coating of lime would be deposited in the water tubes, finally clogging and corroding the tubes.

In addition to the problem of deposits, too much cold water in



More than 3000 families every month will be getting a new backyard swimming pool this year. About 50 to 75 per cent of them will install a heater immediately, a big part of the rest will have one soon after.

## Come on in . . . Swimming pool heaters are specially-designed for doing the job

the heater drops the temperature of the firebox below the dew point of the products of combustion. This will cause condensation which will attack the coils.

The problem is solved by the manufacturers of pool heaters in one of three ways: indirect heating, the jet-pump principle, or the flow control principle. Every heater manufactured by a reliable concern specifically for swimming pool heating is designed along one of these lines. In addition, copper tubes are used in swimming pool heaters.

Pool heaters come in a range of sizes from 10,000 Btu input to 2.1 million Btu input. They can also be used in series—that is, two 10,000 Btu heaters can be piped together to give 20,000 Btu.

In sizing the heater, it is better to have one that is too large than too small. The difference in price is small. For example, a 225,000 Btu input heater will properly accommodate an average 18 by 36 ft pool. The cost of the heater will run about \$300. The next smaller size heater, which costs only \$40 less, will not do a good job on that size pool.

A heater that will raise the water temperature 1° per hour is usually recommended, although some say that under normal conditions ½° per hour is all right.

The size of the heater depends on the time required to heat a certain pool of water from the incoming water temperature to the final temperature desired. It is usually assumed that the water temperature should be raised about 20°. For most pool owners, a 24-hour heat-up period is acceptable.

Although there is a heat loss off of the surface of the water which will vary with air temperature, the heat loss is small as compared to the amount of heat required to warm a mass of water such as that in a swimming pool. One formula is to size the heater to heat the mass of water in 20 hours, so that with the heat loss

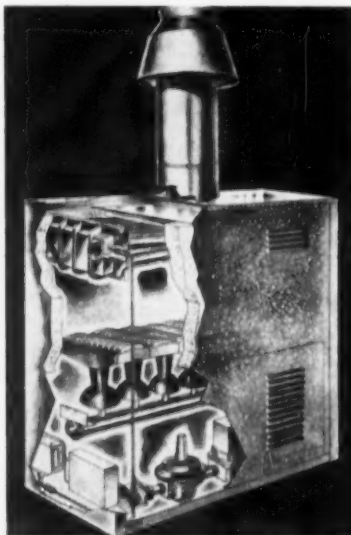
it will actually take 24 hours. A few hours one way or the other are usually acceptable so estimates are usually good enough.

To size a pool heater, therefore, the dealer should know:

- 1) The dimensions of the pool
- 2) The length of the heat-up period
- 3) The temperature rise desired.

To get the heater size once the above information is known, the number of cubic feet of water in the pool is multiplied by 7.5 (the number of gallons per cubic foot), and that is multiplied by 8.33 (the pounds of water per gallon). The resultant pounds of water times the degrees of temperature rise wanted equals total Btus. Dividing the total Btus by the number of hours in which the temperature rise is desired gives the Btu output per hour that is required of a heater. The formula might be stated:

$$\text{Btu} = \frac{L \times W \times D \times 7.5 \times 8.33 \times t}{T}$$



Special problems in heating water for swimming pools have resulted in the design of special swimming pool heaters. A close-tolerance thermostat is also required.

where Btu equals Btu per hour output of the heater, L equals length of pool, W equals width of pool, D equals depth of water, t equals temperature rise wanted in degrees and T equals number of hours desired for heating.

For example, take a pool 38 ft long by 20 ft wide and 6 ft deep. The incoming water temperature is 55° and the customer wants it at 75°. The heating time of 24 hours is acceptable.

Total cubic feet in the pool is 38 times 20 times 6 or 4560 cu ft. This is multiplied by 7.5 and we get 34,200 gal. The 34,200 is multiplied by 8.33 to get total pounds. Since the difference between the incoming water temperature of 55° and the desired temperature of 75° is 20°, the total pounds is multiplied by 20 for a total of 5,697,720 Btu.

Since it is desired to heat the pool in 24 hours, we figure on the basis of 20 hours to take care of the heat loss as explained above. Dividing the 5,697,720 Btu by 20 hours, we get 284,886 Btu. That is the heater output required. A heater with an output rating of 284,886 Btu or more should therefore be used.

For most pools the L. P. gas dealer will heat, the temperature rise and heating time will be the same. All that will change is the pool size.

In addition to a proper size heater, swimming pool heating requires a special thermostat for swimmer comfort and fuel economy. Underheating by 4 or 5° is uncomfortable and overheating by that amount is not only uncomfortable but it takes more fuel than is necessary.

For those reasons, a thermostat with a close differential is necessary. These are available from at least two large manufacturers of controls. Swimming pool heaters come with the close differential thermostat built in, or a remote model is available.

The usual hot water heater thermostat with a 7° differential set at 80°, would turn the heater on whenever the pool water fell below 80° and would not shut it off until the temperature reached 87°. Thermostats designed for swimming

pools, on the other hand, have a differential of plus or minus  $\frac{1}{2}$ °.

Not to be overlooked in the swimming pool heating field is the possibility of selling infra-red outdoor heaters. One or two of these will make swimmers both in the pool and out feel as if they are swimming in mid-July although the air temperature may be way down. In Vermont, wind breaks and infra-red heaters have been installed at a heated pool with the result that the pool is in use the year-round except for stormy periods.

### How to sell pool heating

The market for swimming pool heaters breaks down into two parts: new pools and existing pools.

When a new pool is bought and the owner plans to have the water heated as soon as the pool is ready, chances are the heater will be ordered from the pool builder. The larger pool builders will install the heating system themselves. Smaller builders, however, might contract out the heater installation or even turn the job over to a plumber or gas dealer. At any rate, the L. P. gas dealer will want to be in on the ground floor. The best way to do that is to get a list of swimming pool builders who might install pools in the dealer's marketing area and meet them. The field is still pretty young and it is estimated that less than 1000 swimming pool contractors, designers and architects will build 75 per cent of the pools in the United States.

But only one-third to one-half of the new pools are being built with heaters installed. (Some reports show even less.) That means that the other one-half to two-thirds of the older pool owners are potential heating customers. These people, groups of people, organizations, and institutions can be sold on heating their pools. The L. P. gas dealer is the man to sell them. He stands to profit from the sale of the heater and from the resulting gas load.

Prospect lists can be secured from swimming pool builders, from county or city building permit records or by advertising.

And the prospects should be easy

to sell. More than 20 per cent sell themselves and have a pool heater installed by the end of the first year of pool ownership.

There seems to be little doubt that swimming pool owners can afford to purchase heaters and pay the monthly fuel bill. One survey shows that a fantastic 80 per cent of swimming pools purchased during the past few boom years were bought for cash. This, of course, leads to still another indication.

Swimming pools are considered home improvements and can be financed. When financing really gets started, the present pool building activity will be dwarfed.

The swimming pool industry is obviously still in its infancy. The demand for swimming pool heating is likewise in its infancy. But when the sales gusher really comes, it will be the L. P. gas dealers, who were in at the first, who will be riding the crest. ■

---

## Propane-heated pool aids in polio cure

By ROBERT J. SIPCHEN • Field Editor

**T**HERE is probably no sport that is as enjoyable and at the same time as beneficial as is swimming. Almost everyone feels better after a good swim. These are some of the reasons why the swimming pool industry is growing so rapidly.

While every pool can be a constant source of pleasure and improved health, there is a pool in Illinois that stands out in this respect. This particular pool is a private pool and although it is regulation size it is not the size but the way it is used that is important.

The pool is owned by the Wayne Potter family and is located near their home on Fremont Farm near Grayslake, Ill. When the pool was built, its primary purpose was not pleasure. In 1952, three of the Potter children were stricken with polio. Doctors recommended whirlpool treatments. These treatments and visits to a nearby pool for convalescents showed good results and led to the construction of the pool at Fremont Farm.

Because of the purpose of the pool, several important details had

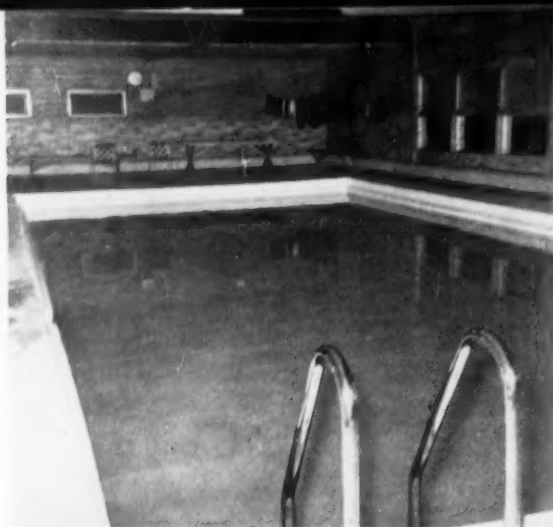
to be taken into consideration in its construction and design. The water had to be kept warmer than that required for ordinary swimming purposes and especially close temperature control was important. Water that is too cold tends to tighten the muscles. Water that is too warm is fatiguing to the swimmers. Medical research has indicated that the ideal water temperature for therapeutic use is between 82 and 86°. A variation of even a few degrees on either side of this range is immediately noticeable to the swimmers.

To be most effective in the treatment of polio, the swimming must continue throughout the year. In the northern Illinois location of the Potter home, this means that the pool had to be enclosed.

Locating the pool out of the weather was the first concern and for this an existing barn was converted and modified to serve as the pool enclosure. This structure now houses the pool, heating equipment for the pool and rooms, and the dressing rooms.

Mr. Potter, an electrical engineer, took on the job of designing

The Potter family's enclosed pool in Illinois is 20 by 40 ft and holds 30,000 gal. of water. L. P. gas heats the water to 82° for therapeutic use, and keeps it there.



and installing the heating system. A 250,000 Btu input propane-fired boiler was chosen as the heart of the system to heat both the pool water and the building. Among the reasons for selecting propane as the fuel was the compactness of the gas burning unit which permitted its installation in existing space. No additional construction was necessary and more room was left available for the pool and dressing rooms. Because gas is the cleanest burning fuel, the unit can be operated in the same building as the pool without detracting from the sanitary cleanliness desired. An equally important factor in the selection of propane was the completely automatic operation that can be part of a gas burning unit. Freedom from maintenance and supervision without sacrificing safety was one of propane's bonus qualities.

Although all of the heat is generated by the one boiler, two separate heating systems are employed. The pool room and dressing rooms are heated by a radiant baseboard installation. The pool water derives its heat from a heat exchanger. The boiler's output is divided by a tee in the boiler's hot water outlet line. One leg of the tee directs the boiler output through the radiant baseboard system. The other leg of the tee delivers the boiler water to the heat exchanger. A separate pump on each system provides proper circulation through the lines.

Circulation of the pool water is accomplished by a one hp pump. The path of the pool water is from

this pump to the pool filters and then through the heat exchanger from which the water is returned to the pool. A Mercoid control with the element in the line between the pump and filter is interlocked in the control system in such a way that the pool filter pump must be running before the heat exchanger pump or the boiler will operate. This Mercoid control is set to maintain the pool water at 84° which it does, holding it to a 1° plus or minus tolerance.

A thermostat on the wall of the pool room has top priority on the boiler's output. When this thermostat calls for heat, the control arrangement prevents pool water from being heated until the room thermostat, which is set at 80°, is satisfied.

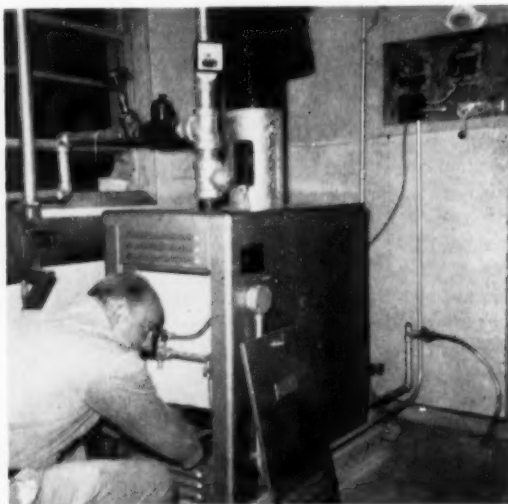
Propane is piped to the boiler

from a 1000 gal. tank. Two-stage regulation employing a Rego 2403 T regulator at the tank and a 2503 at the building helps to maintain a steady 11 in. wc at the burner. This type of regulation is also an extra precaution against freeze ups and permitted a speedier installation by eliminating a lot of the heavier piping work.

The gas consumption of the pool last year was around 7000 gals. This is quite a bit higher than a similar pool for ordinary swimming purposes would run but can be accounted for by the above average temperature at which the water is kept and by the heavy use of the pool which means frequent entering and leaving and subsequent heat loss.

The pool, which was put into operation in February, 1955, is considered to be one of the most important factors in the children's recovery. The therapeutic value of the pool to their own children was so pronounced that the Potter family decided to make the pool available to any group of handicapped persons.

In March, 1956, this was done and today between 55 and 60 persons use the pool each week. The improvement in the condition of most of these patients leaves little doubt as to the value of pool therapy. Use of the pool is strictly on a non-profit basis, and volunteers from the area provide supervision and instruction for the classes. ■



Dick Decha, manager, Eck-off Gas Co., provides the LPG for the Potter's 1000 gal. tank. Here he checks the pool heater.



Right on the Florida seacoast, but this 30,000 gal. pool at the Crown Motel is heated six months each year.



Approximately 2000 gal. of LPG per year is used to heat the pool at the Swimming Pool Motel, Edmunds, Wash. The 20,000 gal. pool is heated June through September.



Snow might glisten from the Estes Park, Colo., mountains but the water in the Estes Park Motel is fine, thanks to L. P. gas. The 46,000 gal. pool requires about 40 gal. of LPG daily for heat. It is used four months per year.

Swimming pools are taking the country by storm and this lass beckons L. P. gas dealers to get in the swim.



It takes 1000 gal. of L. P. gas to heat this 52,000 gal. pool for three months. The pool is at Franklin Manor, Sarasota, Florida.



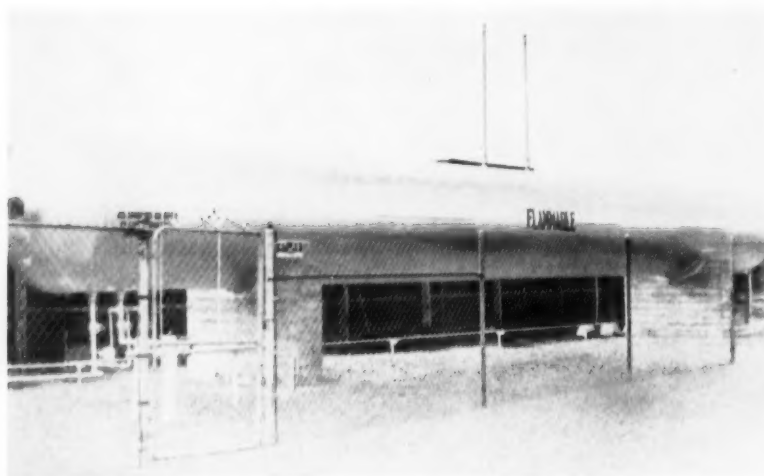


Underground lines from a bulk propane tank at Scrap Disposal Co., National City, Calif., carry propane to four major burning

stations such as this one. Use of propane-oxygen cutting torches has resulted in huge savings.

## New savings in propane torch metal cutting

**Scrap Disposal Co. always knew it had a good thing in its use of propane instead of acetylene for its metal cutting torches, but until now it didn't know how good things can get. Through purchase of propane and oxygen in bulk instead of cylinders and by use of a torch designed especially for propane, vast new dollar savings are being found. Here is the story.**



What? A 12,000 gal. bulk tank in a scrap metal yard? That's right. And installation of the tank for fueling its metal cutting torches has really proved itself for Scrap Disposal Co.

**M**ETAL cutting has long been considered an excellent industrial market for bottled propane—but now metal cutting firms can be considered potential bulk customers as well.

Scrap Disposal Co., National City, Calif., uses a 12,000 gal. bulk tank to supply propane to its propane-oxygen scrap metal cutting torches. Propane moves from the tank to four major cutting stations in the scrap yard through an underground piping system.

And how does a huge metal cutting operation like Scrap Disposal Co. like propane instead of acetylene for metal cutting? The answer lies in the results of actual burning tests made by the Southern California firm. These tests disclosed that \$7 worth of propane will do as much as \$65 to \$70 worth of acetylene.

### Bulk propane

Scrap Disposal Co. was using propane in cylinders for all metal cutting operations. But American Liquid Gas Co., which made the

tank and piping installation, was able to show the huge scrap metal operators that the vast amount of metal they cut each day could be cut for less with bulk propane.

The first big saving after installation of the bulk system was in the cost of propane itself. By purchasing propane in bulk instead of bottle, the company saved six cents per gallon.

But that was just the start. Because the company decided to buy its propane in bulk, it also made arrangements to buy oxygen in bulk. This gave a 25 per cent saving over the old method of purchasing oxygen in cylinders.

Oxygen is stored in a bulk trailer

with a 10,000 cu ft capacity which has been furnished for that use. In addition, a bank of 36 cylinders, each with a 220 cu ft capacity, has been installed to serve as a standby reserve when the trailer is out of the yard. The 25 per cent saving through purchase of bulk oxygen includes saving in fuel cost and other cost factors including labor of handling oxygen cylinders and time lost changing cylinders.

### Special propane torch

The scrap metal firm then had a saving in propane and oxygen, but it didn't stop there. Up to that point, the company was using the propane-oxygen mixture in regular acetylene-oxygen torches. Realizing that this might not give maximum efficiency on propane, Scrap Disposal Co. began discussing its needs with torch manufacturers. Search revealed that Harris Welding Equipment Co. manufactures a cutting torch especially designed for propane.

Tests of this new cutting torch showed that it provided a hotter cutting flame while using a smaller amount of propane and less oxygen than the old torches.

Then the new propane-oxygen torch, using propane, was tested against an acetylene-oxygen torch using acetylene. Results showed



A smaller flame, but a hotter one, makes propane-oxygen an ideal cutting fuel. And it costs far less, too.

that less propane was used than acetylene for the same amount of work and that less oxygen was used in the propane torch than in the acetylene torch for the same amount of work. The propane torch operated on a pressure of from 6 oz to 2 lb of propane and from 35 to 40 lb of oxygen as compared to the acetylene torch's requirements of 15 lb of acetylene and 50 lb of oxygen.

In addition, the propane-operated torch began cutting in one-third the time required by a regular acetylene torch.

The special propane torch has both the burner and the mixer engineered for operation on propane, allowing a smaller flame. But since the flame is hotter, cutting time is reduced.

Scrap Disposal Co. cranes also operate on L.P. gas. Crane tanks are filled with a 500 gal. trailer tank which draws propane from the large bulk tank. A 50 gpm pump moves the liquid propane from the 12,000 gal. tank to the 500 gal. trailer tank.

Frank Marshall, general manager of Scrap Disposal Co., said it is still too early to tell exactly how much actual money will be saved from all of the economies—bulk propane, bulk oxygen, and special propane-oxygen torches. He is certain, however, that it will be considerable. ■



Propane-powered cranes move the metal in the Scrap Disposal Co. yard at National City, Calif. Propane for fueling cranes is transported from the main bulk tank by a 500 gal. trailer tank.

## Part two

# Which customer accounting procedure is best for you?

• By WILLIAM W. CLARK

**Y**EARS ago, as accounting procedures began to emerge from the dark ages of the high stool and eyeshade, they took on various forms.

Today, while basic accounting aims remain the same, methods for attaining them differ.

Each, it seems, has strong advantages that other systems cannot claim. So each has its own supporters.

Nowhere is this lack of uniformity more marked than in the L. P. gas industry. It's particularly evident in its customer accounting.

Some dealers have become machine-minded. Others favor "bookless" bookkeeping. Some like to issue statements upon delivery because of the ready cash this system provides. Others would prefer to wait for the money, recognizing the higher collection costs that are usually encountered under such a system.

Some want the routemen to do some bookwork. Others prefer to shift every possible paperwork operation to the office.

This broad range of accounting policies was clearly shown in a re-

cent BUTANE-PROPANE *News* survey. The survey also showed that opinion was fairly evenly divided on the several most popular systems.

One popular method, for example, is the issuance of statements immediately following delivery. Of 170 respondents, 46 follow this plan. Some of these, it should be added, believe in having the driver give the customer a complete, extended invoice while others prefer to have the partially prepared sheet completed and audited in the office immediately afterward.



**Do you issue a statement immediately following delivery? Do you post accounts daily? Do you use cycle billing? Do you use bookless bookkeeping? Here are the pros and cons for each of these systems.**



Despite other changes in procedures, most companies (142) cling to daily postings. More than

Customer accounting has several phases as well as several forms, a situation which leads to further variances from dealer to dealer. There's the initial billing, which, as indicated, can be done in several different ways. There's the office processing, auditing, and proving to be done. There's the posting and the filing, the rendering of a statement, and the follow-through.

One company that appears to place a great deal of emphasis on the billing - and - immediate statement routine is Blytheville (Ark.) Propane Co. Inc. Blytheville uses a routebook arranged in progressive sequence, with a card representing each customer. The card contains identifications, directions, and tank type and size, and has columns for entering delivery date.

YES . . . 27%  
NO . . . 73%

The driver fills in both the card and a pre-numbered two-part gas invoice (Fig. 2), which bears name and address, date, a listing of gallons times unit price, bottles times unit price, sales tax, and total. The invoice also contains spaces for insertion of tank reading in percentages before and after delivery, truck meter reading before and

[illegible]

GAS INVOICE																												
BLYTHEVILLE PROPANE CO., INC.																												
Phone 2-2861 • Highway 61 North P. O. Box 309 BLYTHEVILLE, ARKANSAS																												
			195																									
Purchaser _____																												
Address _____																												
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;"></td> <td style="width: 40%;">Gallons Propane Gas @</td> <td style="width: 20%;">per Gallon</td> <td style="width: 10%;"></td> <td style="width: 15%;"></td> </tr> <tr> <td></td> <td>10 Capacity Bottle of Gas @</td> <td>per Bottle</td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td>Sales Tax</td> <td></td> <td></td> </tr> <tr> <td></td> <td colspan="2" style="text-align: right;">TOTAL</td> <td></td> <td></td> </tr> </table>					Gallons Propane Gas @	per Gallon				10 Capacity Bottle of Gas @	per Bottle										Sales Tax				TOTAL			
	Gallons Propane Gas @	per Gallon																										
	10 Capacity Bottle of Gas @	per Bottle																										
		Sales Tax																										
	TOTAL																											
TRUCK METER READING		TANK READING																										
Reading Before Delivery _____ Gallons Delivered _____ Reading After Delivery _____		☞ Before Delivery _____ ☞ After Delivery _____																										
		TERMS ON GAS																										
		Due 10th of Month Following Month in Which Delivered																										
SERIAL NUMBERS OF BOTTLES DELIVERED		SERIAL NUMBERS OF BOTTLES RETURNED																										
Driver _____		Received _____																										
		Authorized Signature _____																										

Fig. 2. The driver fills in both the card from the routebook and a pre-numbered two-part gas invoice which gives a complete history of the delivery.



Despite other changes in procedures, most companies (142) cling to daily postings. More than one out of four of these, however, have converted to bookkeeping machines.

after delivery, and gallons delivered. At the bottom are spaces for insertion of bottle serial numbers, both delivered and returned.

The documentation of the meter readings gives the customer as well as the company the assurance of a true count.

Both customer and driver sign the invoice and one copy is left with the customer.

The driver's copies of all invoices are turned in to the office at the end of the day. Pre-printed invoice numbers are checked to make sure

that all invoices that were taken out blank at the start of the run are accounted for. If they are, the driver is given a receipt for them.

On the reverse side of the last invoice, he writes in the speedometer and meter readings at the end of the day. This gives a control for checking against individual tickets.

After auditing, the company immediately writes up a postcard cash discount notice (Fig. 3), entitling the customer to a one-cent-per-gal. discount if the bill is paid within 10 days, provided, of course, that

there are no past-due items in his account.

All accounts with the exception of farm carburetion, gins, and large commercial accounts are sent these postcards.

The cards pull about a 90 per cent response within the 10-day period, according to General Manager Alex Hill. This obviously accomplishes two things: it all but eliminates the necessity of sending out statements to domestic users, and it gives Blytheville a good cash position at all times.

The company uses a Burroughs Sensimatic bookkeeping machine for making daily postings (this, we found, was the most popular machine in use among L. P. gas dealers). Statements and ledgers (Figs. 4 and 5) are produced simultaneously with it. This particular model of the machine does not have the capacity for producing daily statistical figures, so sales analyses must be done by typewriter, reading from the sales tickets. Breakdowns are made as to types of sales.

Blytheville's system puts a heavy responsibility on the driver, and some companies would object to the amount of paperwork he is obliged to do. It's a generally accepted policy that a driver should pump as much gas as possible each trip. Paperwork en route naturally cuts down on the pumping time.

However, the system has some obviously advantageous controls. One is on credit. When the driver begins his rounds, he takes with him the orders for the gas, which are first processed by the credit clerk to make sure the account is in order. If it is not, a coded notation can be made, and the driver can make his collection at the time he delivers the fuel. This procedure, coupled with a business-like credit policy, has held bad debts to a bare minimum.

Other advantages of the system are the fact that the customer can double-check the figures, so that his signature amounts to a verification, and the fact that the postcard discount notice can be sent to the customer immediately after delivery. No time is lost in between in rendering a statement.

There are, of course, ways in

## **CASH DISCOUNT NOTICE!**

YOU MAY DEDUCT \$ 2.00 DISCOUNT FROM INVOICE  
 NUMBER 6679 DATED 1/15, 1957  
 AMOUNTING TO \$ 30.60 FOR PROPANE GAS, IF PAID  
 ON OR BEFORE Jan 25, 1957, AND PROVIDED  
 YOU DO NOT OWE ANY PAST DUE ITEMS.

BLYTHEVILLE PROPANE COMPANY, INC.

Fig. 3. After auditing, Blytheville sends this postcard cash discount notice entitling the customer to a one-cent-per-gal. discount.



## *...co-operation*

What kind of co-operation do you, an LP-Gas dealer, expect from your supplier?

First—You expect an assured, year around supply of top quality LP-Gas;

Second—You expect your supplier to furnish it at a price to keep you competitive;

Third—You expect your supplier to have a sincere interest in your growth.

Contract customers of the Sid Richardson Gasoline Co. have always had these expectations fulfilled—because

Delivery performance has been on time;

Product has always been of highest quality;

Prices, even on contracted product, have been voluntarily adjusted to meet competitive conditions;

We have no company-owned or controlled wholesale or retail outlets competing with you.

We are positive that there is no better supplier of LP-Gas than—

## ***Sid Richardson*** **GASOLINE CO.**

**629 FORT WORTH CLUB BUILDING • FORT WORTH, TEXAS**

### REGIONAL REPRESENTATIVES

H. M. JONES  
5123 NO. NEW JERSEY  
INDIANAPOLIS, INDIANA

MARVIN L. DOSS  
3318 SYCAMORE  
MIDLAND, TEXAS

H. L. SCHMIDLEY  
885 ST. PAUL AVE.  
ST. PAUL, MINNESOTA

WILLIAM T. CARL  
3185 DEWEY  
OMAHA, NEBRASKA

RICHARD L. KLINE  
1827 WEST LOCUST ST.  
DAVENPORT, IOWA

**LP GAS**  
BLYTHEVILLE PROPANE CO., INC.  
P. O. Box 209  
BLYTHEVILLE, ARKANSAS

**Philgas**

John Doe  
Rt. 1, Box 219  
Blytheville, Ark.

PLEASE RETURN THIS BOOK WITH YOUR CHECK

DATE	INVOICE NO.	GALLONS	CHARGES	CREDITS	BALANCE
BALANCE FORWARDED					
JAN 15/57	667,9	0,200	30.60		30.60
JAN 18/57				28.60	
JAN 18/57				2.00	.00
JAN 23/57	653,9	0,000	63.25		63.25
JAN 25/57	324,7	0,000		2.65	60.60
JAN 27/57				60.60	.00

ALL ACCOUNTS ARE DUE AND PAYABLE TEN DAYS FOLLOWING DATE OF PURCHASE

BLYTHEVILLE PROPANE CO., INC.  
BLYTHEVILLE, ARKANSAS

Fig. 4. This statement is posted at the same time as the ledger by Blytheville with a Burroughs Sensimatic bookkeeping machine.

**GAS ACCOUNT** .15 less .01 due 10 days  
**LEDGER**

NAME John Doe  
ADDRESS Rt. 1, Box 219  
Blytheville, Arkansas

TYPE CUSTOMER Tank

DATE	INVOICE NO.	GALLONS	CHARGES	CREDITS	BALANCE
BALANCE FORWARDED					
JAN 15/57	667,9	0,200	30.60		30.60
JAN 18/57				28.60	
JAN 18/57				2.00	.00
JAN 23/57	653,9	0,000	63.25		63.25
JAN 25/57	324,7	0,000		2.65	60.60
JAN 27/57				60.60	.00

BLYTHEVILLE PROPANE CO., INC.  
BLYTHEVILLE, ARKANSAS

Fig. 5. The ledger, of course, provides the company with a permanent copy of the statement.

which driver paperwork can be cut down. Multi-use, multi-part forms, stubbed together with carbons in between, are becoming more popular in many invoicing applications. These can be machine-addressed and processed in the office, and the meter readings can be machine-stamped by the delivery mechanism, leaving the driver the relatively simple task of filling in bottle numbers and quantities (where needed), signing, and giving a copy to the customer.

All copies but the customer's

might be returned to the office for followup. Such a system would also dovetail into "bookless" bookkeeping methods.

#### Daily posting

Bookless bookkeeping, however must for now take a back seat to the daily posting to customer ledger cards. This is the overwhelming favorite, and it has its advantages. Essentially, it consists of posting daily to a master ledger card and statement, either by machine or by hand. It gives tight controls over each day's business, and it even works the work out through the month so that at the month's end, the office is ready to send the time-honored first-of-the-month bill.

This regularized statement simplifies credit handling, since all statements go out at the same time and are due at the same time. Obviously, of course, it makes a company's cash position one of feast or famine. And it has some other drawbacks. A minimum of two postings is required for every account, for example. Then, too, a new statement form will need to be made up every month (that is, if it is to be done systematically),

and if there's no activity on the account that month, both time and paper are wasted.

There's also more work involved in this system, and the system is built on skilled bookkeepers or machine operators. An illness in the office of one of these key personnel can cause trouble.

Both the business machines and the modern multiple writing types of bookkeeping systems have helped make daily postings surer, more accurate, faster, and less tedious.

In the manual bookkeeping field, Hadley Co.'s write-it-once methods are widely known, and a number of dealers use them. Essentially, write-it-once is a system whereby the sales journal, the ledger, and the statement are posted at a single writing. The three forms (there can be more) are positioned on pegs mounted on a writing board, the statement being over the ledger sheet, which in turn is over the journal. The first two are carboned, so that when the statement entries are made they are duplicated through.

When cash is received, a statement is superimposed on the ledger and cash received journal, together with a bank deposit ticket (Fig.

#### BPN MANAGEMENT SURVEY

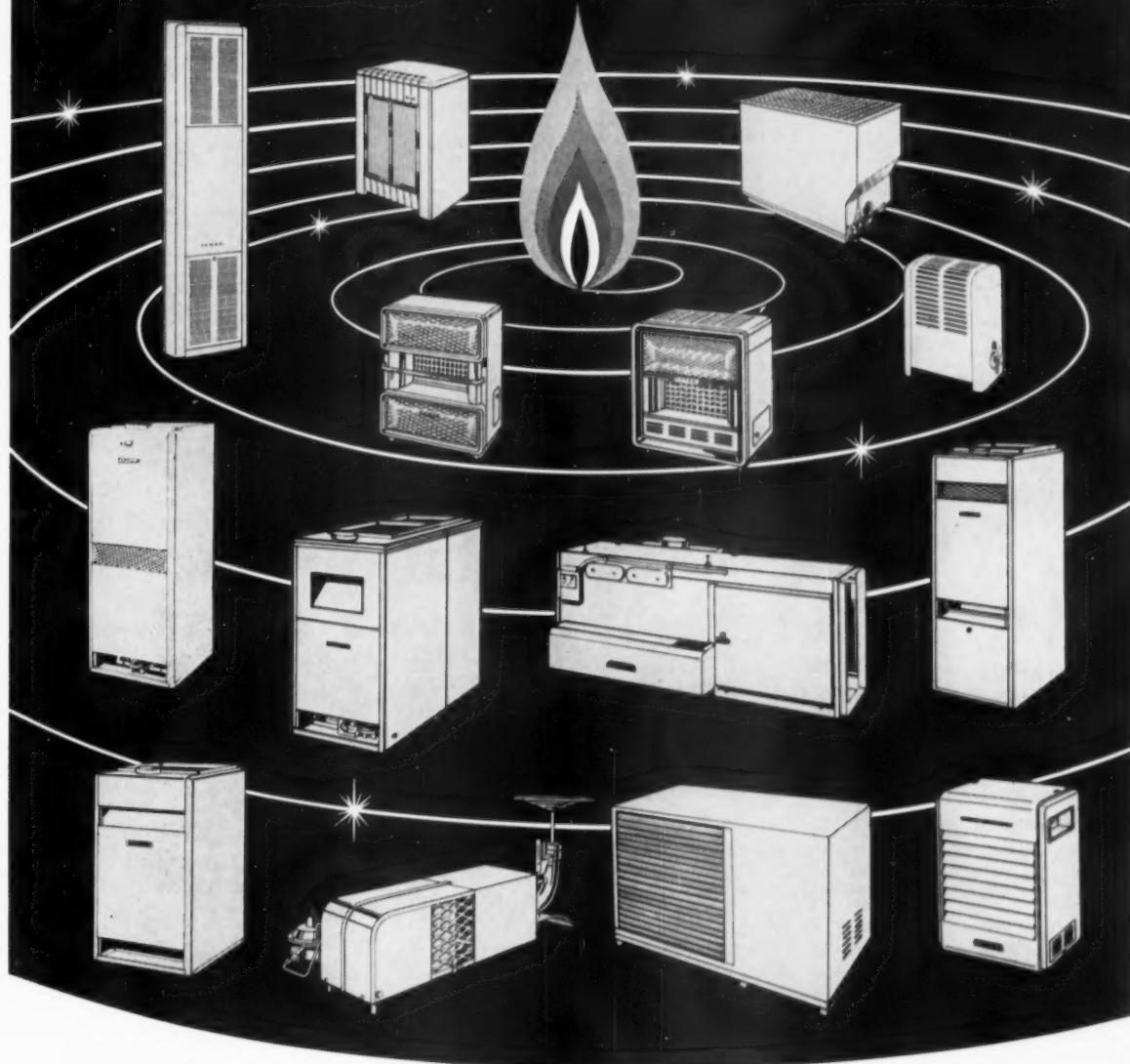
Do you post accounts daily?

YES . . . 83%

NO . . . 17%



# TEMCO...the company with a single purpose...



## Your best single source of supply for gas heating equipment

For over a quarter of a century TEMCO has devoted its energies and research to one central theme — the manufacture of more efficient, more economical heating equipment that uses gas as a fuel. And it is the complete line, too, with a heating unit for every need. Whatever the problem — for a single room or an entire home — turn to TEMCO for the best answer. For year 'round comfort TEMCO offers air-cooled air conditioning units that are designed for use with TEMCO warm air furnaces or as add-on units with existing furnace installations.

# TEMCO, inc.

NASHVILLE, TENNESSEE

*"Gas Heating Specialists for the Nation"*



Fig. 6. With the Write-It-Once system, a statement is superimposed on the ledger and cash received journal, together with a bank deposit ticket.

6). Silgas Corp., Sellersburg, Ind., uses a system such as this, as do Gas Inc., Lithonia, Ga., and Albany (Ore.) Propane Gas.

### Bookless bookkeeping

Bookless bookkeeping is making strides, along with its relative, cycle billing. In our survey, 28 said they are using bookless bookkeeping, and 29 cycle billing. The former, as noted, seemed to have the most appeal for the smaller dealers.

One of the leaders in devising such systems has been Remington Rand, with its SUIAPP, a harsh-sounding abbreviation for the "Simplified Unit Invoice Accounting Plan," and now its newly modified version of SUIAPP, known as SARR. These initials stand for "Simplified Accounts Receivable for Retailers."

Both SUIAPP and SARR are systems whereby copies of invoices become the accounts receivable ledger, thus eliminating all postings. Each account has a pocket "home" reserved for it in a vertical

visible file, and here a summarized credit history is kept together with full information on current charges. Each pocket has a tip that is always visible, since the pockets are mounted in shingle fashion; within the tip, colored aging signals can be maneuvered to show the aging of the account.

SUIAPP was created principally for manufacturers. SARR is the preference, then, for retailers.

With SARR, when a sale is made, a sales ticket is completed in triplicate, one copy going to the customer. First and second copies are accumulated each day, and a master tape of the day's sales is run. They are then sorted to controls (if the volume requires it), and tapes are run by controls. The total of all controls is proved to a master tape and control totals are posted to control cards.

The original and duplicate tickets are then filed in customer "pockets." If this is the first charge for the month and there is no unpaid balance, the signal in the pocket tip will be moved to the current month.

If there's an unpaid balance, however, it remains over the position representing the month of the oldest unpaid charge. This gives an at-a-glance picture of accounts aging.

A new account is billed by pulling the duplicate tickets from the file, separating originals from duplicates, and refiling duplicates alphabetically by month.

A special type of statement is required for simplified processing. It is envelope size, so no folding is required. On one half is a space for writing the customer's name and address, which appears through the envelope window. On the other half is the space for machine-printed tabulation of individual invoice charges, with total. The statement is prepared on an adding machine, in duplicate.

The two halves are perforated so the stub can be returned with the payment.

Statements are then totaled and balanced against the control card, which gives an automatic trial balance. The copy of the statement

# New **LP** Advertiser



MASTER-CRAFTED BY  
**COLUMBIAN**  
SINCE 1893

*Look What Happened When a Missouri  
Operator Told Columbian "SHOW ME!"*

**"O.K. Columbian, show me!"**

That's what Red-E-Gas of St. Louis, Missouri, said to Columbian engineers after outlining the special features they wanted custom-built into an outstanding new L-P tank truck unit.

And Columbian DID with the streamlined "Advertiser," a striking new concept in L-P bulk transportation that is helping Red-E-Gas sell and service more customers than ever before.

Here's a new L-P Gas Unit with the clean, modern appearance of tomorrow... bright, eye-catching appearance that advertises your firm with billboard effect every mile it goes.

And besides its advertising advantage, the "Advertiser" combines a host of wanted functional features like its better rear visibility for the driver, and its centralized operation for faster pumping service. Everything is mounted in the tank unit, for fast, easy transfer of the tank to a new truck. (You see, Columbian tanks outlast several trucks!)

Best of all, the "Advertiser" is now available to you, too. For more information or for any tank-type equipment, call Columbian. Our engineers will be glad to figure your requirements without cost to you.

## L-P "ADVERTISER" SPECIFICATIONS

The compact double-door cabinet in rear houses all controls, meter, all fittings and 150 ft. of 3/4" hose on power reel. Operator can engage pump, open or close valve from rear cabinet position. Fully equipped with ICC lights and wiring. Meets all state and national requirements. Available in 1,200 gal. to 2,500 gal. capacities. (Capacities above 2,000 gal. should be on dual axle trucks.)



## COLUMBIAN SAFE-T-TWIN LPG TRUCK TANK

Carries Propane and Butane same load. Truck pictured is 1,700 water gallons total capacity. Also available in capacities to best fit your needs. Best for all deliveries where good balance, low gravity center and maneuverability count. Fully fitted with pump, meter, printing counter, dual hose reel.



## COLUMBIAN STEEL TANK COMPANY

P. O. Box 4048-C

Kansas City, Mo.

*STEEL, Master-Crafted by Columbian... First for Lasting Strength*

## Accounting procedure . . . Machines have made the daily posting feasible

then goes into the customer's "pocket."

If the account has a past-due balance, the procedure is identical except that the old statement copy is pulled with the current month's tickets and the statement carries a current subtotal as well as a listing of old balances and a grand total. The subtotals are balanced against the control cards. Dupli-

On the billing date, then, all media—payment, old statement, two return slip copies, and two copies of charge tickets—are pulled. The statement is prepared, the original copies of charge and return slips are attached and mailed to the customer; the payment slips, old statements, and duplicate copies of charges and returns are filed alphabetically.

Such a system is fast, positive, and gives a good control. Everything is centralized in a single file.

### Cycle billing

Cycle billing, the other side of the bookless coin, is essentially a proposition whereby accounts are broken into calendar controls. A popular system uses an alphabetic division, the alphabet being segregated into perhaps 16 to 20 groups. Statements are prepared by controls rather than all together on the first of the month. Cross-checking to controls is logical and sure.

Cycle billing's main advantages are the spreading of the workload and the balancing out of the flow of cash, the day-to-day balancing of accounts receivable, the reduction of areas in which errors may be tracked down, and the omission of listings on the statement (the copies of the invoice are sent along with it).

This last-named advantage is also claimed by SARR and other bookless-bookkeeping methods.

Cycle billing is not always on a manual basis. More often than not, in fact, LPG dealers use it in conjunction with a bookkeeping machine.

Van Horn Butane Service, Fresno, Calif., uses cycle billing with a National Cash Register Bookkeeping Machine, making each route the cycle unit. Accounts are posted once each month, according to Secretary-Treasurer G. E. Woodbury; and as each statement balance is arrived at, the balance is automatically transferred to an accounts receivable aging schedule,

and the 30-day (current) balance is automatically printed, together with the total past due.

The past-due balance is then spread manually by the accounting machine operator by reference to the previous month's aging schedule for that month. A proof column at the right automatically enables her to find any errors in spreading this past-due balance (Fig. 7).

The aging schedule is prepared on a translucent sheet with a carbon backing, which gives an extra-sharp print. The sheet is copied in a photo-copy machine for distribution to interested persons.

This aging schedule and the copies of the invoices and receipts filed in the branch constitute the field personnel's source of information for collections.

Van Gas posts approximately 75 routes on three machines, and there's still capacity left for more.

Bookkeeping machines have the advantage of making daily posting feasible and providing daily proofs. Comparative operating statements can be pulled almost at will. They can also be used in preparing stub-type bills for metered-gas accounts, the date and the previous meter reading being indexed in, and the date and current reading being posted; the machine automatically computes and prints the amount of gas used. As the gross and net amounts are computed and extended, the journal is automatically posted.

This same type of billing, incidentally, can also be done manually with a write-it-once system—al-

### BPN MANAGEMENT SURVEY

Do you use cycle billing?

YES . . . 17%\*

NO . . . 83%

\*Mostly large dealerships

cate tickets and old statements are filed alphabetically. The copy of the new statement goes into the customer pocket.

When payments are received or merchandise returned, payment and/or return slips are prepared and totaled, and cash is proved for deposit. Payment slips are made up in duplicate for cash payments, with one copy being given to the customer; a return slip is made up in triplicate, and one copy is given to the customer; but for mail payments, payment slips are made out only in single copies.

The slips are then sorted by controls and totaled. Totals are posted to control cards.

Return slips are then filed in customer pockets. Payment slips are filed and cash is applied by circling on the statement the amount paid and showing the balance, or credit, if any. The signal is then reset as appropriate.

### BPN MANAGEMENT SURVEY

Do you use bookless bookkeeping?

YES . . . 16%\*

NO . . . 84%

\*Mostly smaller dealerships

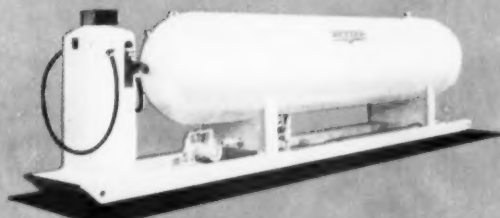


# 3 ways to boost SUMMER PROFITS

## Beaird LP-Gas Filling Stations



**1 Deluxe Filling Station**  
Capacities 999 wg. to 6,000 wg.



**2 Challenger Filling Station**  
Capacity 999 wg.



**3 Challenger Filling Station**  
Capacity 999 wg.  
*West Coast Special*  
(Sold only on West Coast)

Last year motor fuel demand jumped 30% , to 850 million gallons\*! Thousands of new trucks from leading manufacturers are coming from the factory LP-Gas equipped. Many major fleets are converting existing equipment. Taxis, buses, and industrial lift equipment are changing over to LP-Gas. This new market needs a convenient, dependable fuel service. Many users have already installed their own filling stations or made fuel arrangements with LP-Gas Filling Station-equipped dealers operating along their routes.

Now is the time for you to beat the Summer Slump in LP-Gas sales . . . by joining the forward looking dealers selling this LP-Gas motor fuel market. It is changing . . . expanding . . . yielding excellent profits. A Beaird LP-Gas filling station will be a profitable addition to your business, too.

Ask your Beaird representative how your filling station can pay for itself with Beaird's new long-term financing plan.

*Why wait for the Summer Slump???*  
*Write today.*

\*Estimated gallonage based on major oil company reports

**THE J. B. BEAIRD COMPANY, INC.**

*A Subsidiary of American Machine & Foundry Company*

Shreveport, Louisiana

Clinton, Iowa

Stockton, California



# Everywhere you go...



## you see Beaird Payliners

The trend to Beaird Payliner transports is based solidly on performance. Dealer records prove Payliners haul more — more profitably — with less down time for maintenance or repair. Structurally designed to eliminate heavy rigid frames, Payliners are engineered to carry bigger legal payloads.

More maneuverable, too, Payliners spot quickly — scale — load out well for fast highway hauls — track true as arrows and hold the road on sharp turns.

When you're in the market for your next bulk transport, get all the money-saving facts on Beaird Payliners. Just ask dealers who operate them. You can choose from two basic types — single barrel or twin barrel ... both in a wide range of sizes for Propane or NH-3 hauling. Payliners are now available on Beaird's new, long term financing plan.

*Write Beaird for complete facts ... today.*



### THE J. B. BEAIRD COMPANY, INC.

A Subsidiary of American Machine & Foundry Company  
Shreveport, Louisiana  
Clinton, Iowa  
Stockton, California



Fig. 7. Cycle billing allows Van Horn Butane Service to post each account just once each month. As each statement balance is arrived at, the balance is automatically transferred to an accounts receivable aging schedule, and the 30-day (current) balance is automatically printed, together with the total past due.

We'll take up that subject next month. ■

# HOW'S YOUR "KNOW-WHO" ?

**H**UNDREDS of quiz fans enjoyed our own industry guessing game during the Chicago convention. They lined up three and four deep in front of the shadow-box shown in the accompanying picture and filled out their entry blanks for the BPN "Know-Who" Contest.

Instead of the customary three winners—first, second and third—there were four winners, all "firsts," with 23 correct names out of the possible 24. (That's mighty good, and we sent first prizes to all four of the winners.)

You can have fun testing your own knowledge of industry personalities. You can make a high score if you read BPN regularly. All of these people have been in the News (B-P News) within the year ending May 1957. Not all of them were these same pictures. We spiced it up by using old pictures of several persons who have been prominent for a long time. But you should know all these old-timers.

Here's how you score—

With 20 or more correct, you know the right people.

15 to 19 correct, you don't get around enough.

With less than 15 correct, don't depend on the truck driver to do all your reading.

(Correct names on page 106.)

## THE WINNERS

Mrs. John A. Storm  
Sinclair Oil & Gas Co.,  
Tulsa

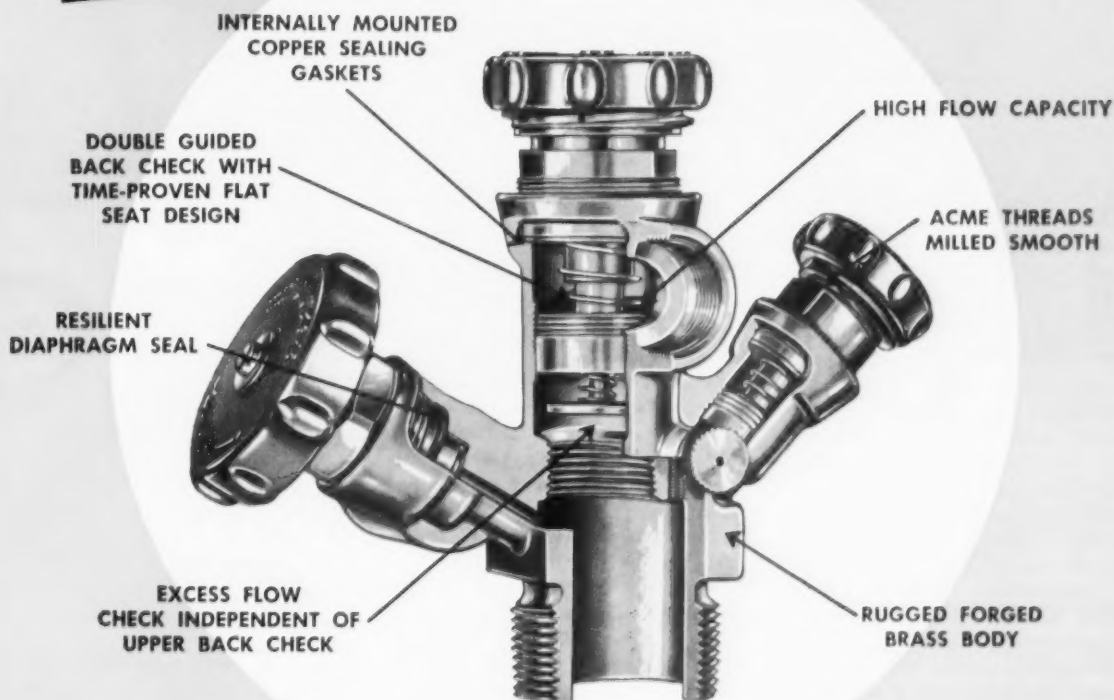
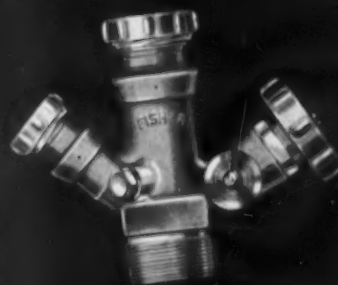
Ray L. Reedy  
Trinity Steel Co.,  
Dallas

Bernice B. Dawson  
Dawson Oil Co.,  
Minneapolis

L. D. Downing  
Trinity Steel Co.,  
Dallas



# Why the **FISHER** **COMBO VALVE** is best for your system



DEMAND THE **FISHER** **COMBO VALVE**  
ON YOUR NEXT SHIPMENT OF ASME TANK SYSTEMS

FISHER GOVERNOR COMPANY  
MARSHALLTOWN, IOWA • WOODSTOCK, ONTARIO

EASTERN OFFICE: 212 New Dickson Bldg., Westport, Conn.

LEADS THE INDUSTRY IN RESEARCH FOR BETTER GAS PRESSURE CONTROL

**FISHER**

*Since 1880*

## The house trailer problem is nearer solution



By JACK KNEASS, Editor  
TRAIL-R-NEWS

**D**URING the past three years the number of newspaper reports of fires and explosions in house trailers has steadily decreased. Independent studies by *Trail-R-News* for the mobile home industry and *BUTANE - PROPANE News* for the L. P. gas industry confirm that there has actually been a corresponding reduction in these unfortunate occurrences.

According to these surveys, the fuel installations in new house trailers have been greatly improved during those three years. Both industries have made great gains through the reduction of sales resistance. But the people who live in trailers have benefited most of all. Today's mobile home is a better and safer place to live because most of the trailer manufacturers are taking seriously their responsibilities in making correct—and safe—installations of fuel systems and appliances.

Three years ago (March 1954) *BUTANE-PROPANE News* published and *Trail-R-News* reprinted the results of a study which brought out the reasons why fires and explosions were occurring with greater frequency in house trailers than in

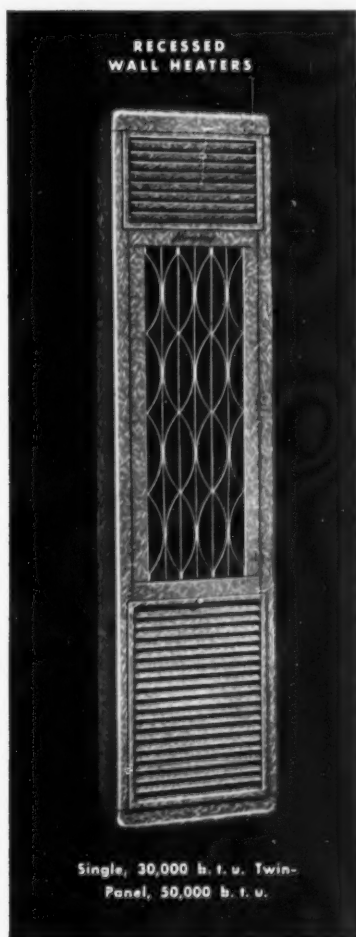
permanent homes. The article was packed with brutal facts which were not comfortable reading for the manufacturers who were making improper fuel installations, or for officials who were permitting them to be made, or for propane dealers who were servicing fuel systems that were not known to be safe. The article did not stop with showing up the improper conditions. It spelled out the steps for their correction all along the line. Many reprints of the article were distributed through both industries. There were also numerous quotations published in other magazines. The matter demanded, and got, attention and action.

Great credit is due to the majority of the mobile home manufacturers for their quick action in upgrading the safety standards of their fuel installations. They are still working on improvements, both individually and through their associations. The recent study shows that there are still detailed corrections needed, both in installation and in inspection procedures, among the older manufacturers. There are

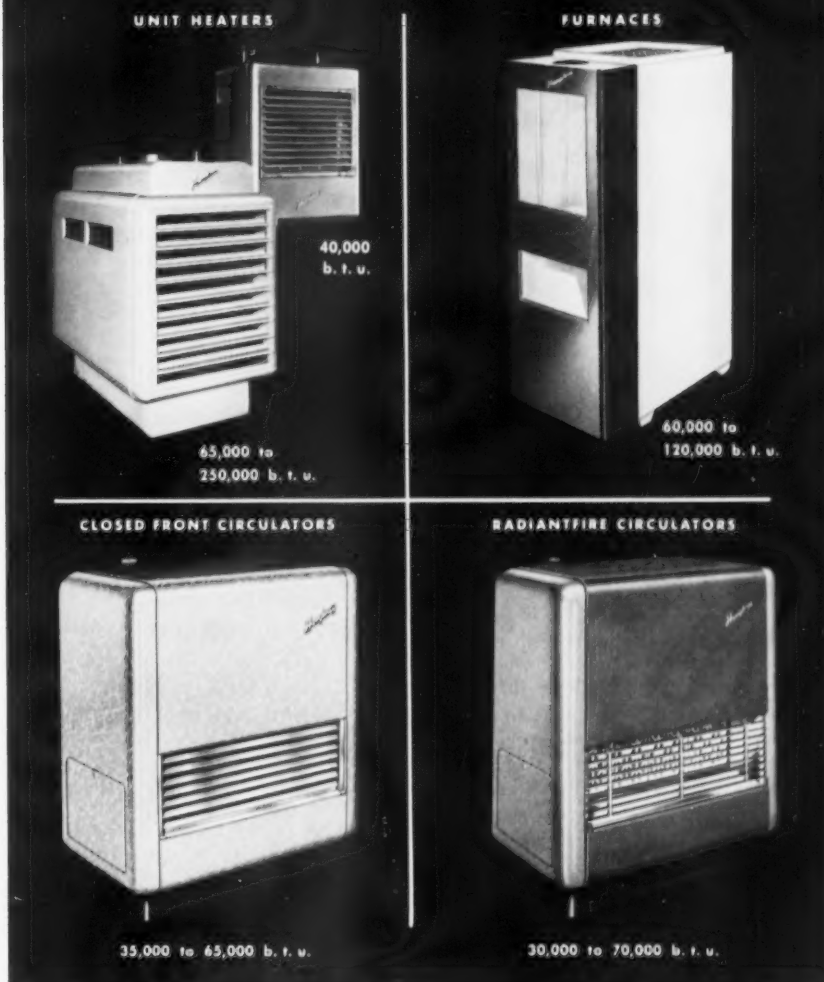
also some newcomers who still need to know quite a lot about gas installations that will be safe for the life of a trailer. But on the whole the improvement has been great. Also, the job of properly instructing new employees at the factories is a never-ending chore.

The accepted guide for safe L. P. gas fuel installations is Pamphlet 58, issued by the National Fire Protection Association. The rules set down in this pamphlet should be taken seriously by everyone who builds trailers, or who installs or works on their fuel installations. Pamphlet 58 has been adopted into the laws of nearly 40 states. Under their police powers, any of these states can prohibit the sale or the entrance into the state of any house trailer that does not conform to its requirements. We are not predicting that this will happen, but it could happen at any time if some installation defect in violation of the rules should lead to a series of bad fires or explosions in any make or model. This makes it important that every new trailer should conform to the laws of any state into which it might be taken. Such a restrictive action against any spe-

*Because*  
Humphrey equipment is  
built for lasting performance,  
it creates enduring  
customer good will that  
insures your future security  
in the heating business.

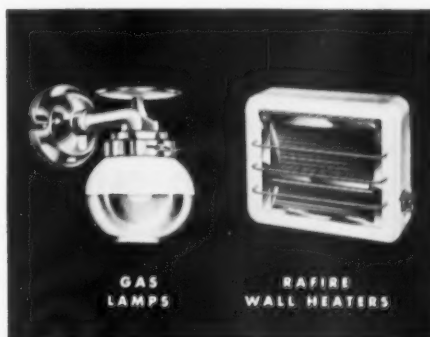


**GENERAL GAS LIGHT COMPANY**  
KALAMAZOO, MICHIGAN



Resolve now to sell

*Humphrey*  
world's most respected  
Gas Heating Line



Write for  
FREE Catalog





Cylinders should be securely clamped to the frame—not just tied in with discarded light cord like this.

cific make or model could be most embarrassing to the entire manufacturing industry.

The best insurance against this possible calamity is active self-policing by all manufacturers. As of today, this is the obvious trend. State and local public safety authorities are also doing a better job with trailers.

Complete compliance with the regulations in Pamphlet 58 should make the new trailers now being produced permanently safe, within the limits of our present knowledge. But that does not take care of the trailers that were turned out before the big clean-up started. There are between 800,000 and 1 million of these earlier trailers. We do not wish to infer that all of these are hazardous. We do know that there are a great many of them that were temporarily safe when they were built, but which, due to improper fuel system installation practices may develop hazards as the result of use. We have in mind particularly such items as long unsupported runs of copper tubing, installation of fuel lines within wall or floor structures, or the possibility of chafing the tubes where they contact other structural members without proper protection. And of course the more obvious deficiencies of using only one cylinder with appliances equipped with pilot lights, and mounting cylinders with the pressure relief valves aimed at the trailer walls.

All of these defective installations should be caught and corrected. And that presents a problem. They are now out of reach of the manufacturers. In most

cases they could not even be located by the dealers who sold them. Being on wheels, they may turn up almost anywhere. Not even the inspection forces of the various states, counties, and cities could cope with the problem of making an immediate inspection of a million mobile homes. And the trailer park operators could not do the job, even if they were willing and knew what to look for. Too many of the units are not in trailer parks.

The suggestion made in BUTANE-PROPANE News in March 1954 seems to be the only workable solution. This was that service men in the L. P. gas industry be trained and deputized to carry out the inspection program, making the needed corrections at the same time. This



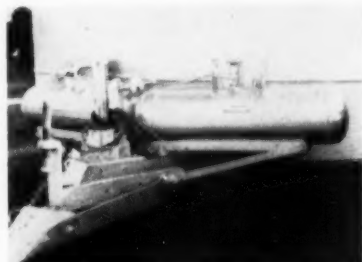
Not good. Cylinder holder is just hooked on frame, not attached securely. Fuel tube should come up between frame members.

offers many advantages. These men are already in touch with the trailer users in their communities. They are familiar with the basic requirements for safety in these fuel systems, and could become qualified inspectors with less additional training than any other group that could be found. They are in a position to clean the job up quickly and completely, at the time of the first inspection, without the necessity for a second inspection after somebody else makes the corrections. They could do the work that is needed at the first visit.

To implement this proposal we will need a law in each state requiring every owner of a house trailer to secure a certificate showing that its fuel system is in compliance with the state code. This law should be drafted so as to permit the acceptance of inspection certificates issued in any state in which the

code includes the provisions in the current issue of NFPA Pamphlet 58. The possession of such a certificate should be a prerequisite for both the purchase of fuel and for the issuing or renewal of the trailer license.

Until there are such laws requiring the up-grading of house trailer fuel systems, there are certain things that can be done to eliminate some of the bad conditions now prevalent. L. P. gas delivery men working the trailer parks can check the mounting of the fuel cylinders and offer to remount the supports or reverse the position of the cylinders where these are found to have the pressure relief valves aimed at the trailer walls. With this could be combined an inspection of the fuel lines and connections, for a suitable fee, to see that they are properly routed and supported, and to install grommets or any other protection that may be needed to prevent abrasion. Quite a number of trailers will be found with the fuel lines inside the floor structure, and there are some in circulation that have aluminum fuel tubing. The concealed lines probably offer the greatest hazard of any structural mistake that has occurred, because it is always possible that they may be punctured with a nail or screw, or cut into with a saw. To be safe, the fuel line must be



These horizontal cylinders should be mounted the other way around, to aim pressure relief valves away from trailer.

visible. And it must not be allowed to vibrate against structural members, nails or screws.

Another related hazard exists in the travel trailers equipped with gas lights, in which the manufacturers have tried to make them look particularly nice by running the fuel tubes inside the walls and ceiling. These tubes should be replaced with new tubes installed so



# Take The Sinclair Road To Sales Success

*...guided by Sinclair's "Famous Five"*

**SINCLAIR INTEGRITY**

**SINCLAIR QUALITY**

**SINCLAIR SERVICE**

**SINCLAIR REPUTATION**

**SINCLAIR PERFORMANCE**



When you turn onto the Sinclair road,  
you're driving straight to a new high  
in sales. Start out by calling on Sinclair today  
for the complete story. Find out about  
this top quality LP-Gas with high heating  
value—moisture and impurities removed.  
Then, make the switch to Sinclair.



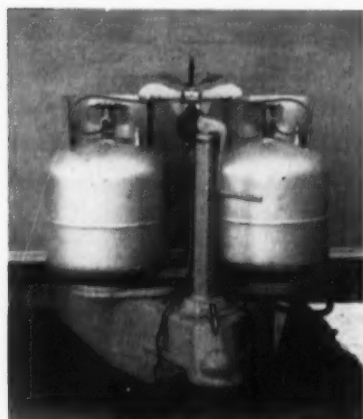
**Sinclair Oil and Gas Company**  
Liquefied Petroleum Gas Sales Department  
Sinclair Oil Building, Tulsa, Oklahoma

**SINCLAIR**  
*A Great Name in Oil*

they are visible for their entire length. They can nearly always be placed in inconspicuous protected locations, such as in corners or along door or window frames. If the tube must be exposed to kicking, scuffing, impact from vacuum cleaners, or any such abuse, it should be protected in that area with slats fastened to the wall.

The use of aluminum tubing is specifically prohibited in house trailers by Pamphlet 58. This is not because all aluminum tubing is hazardous, but because there is no quick and convenient way to tell the good high strength aluminum tubing from the unsafe cheap aluminum tubing that is on the market. All aluminum tubing found in trailers should be suspected. There is no reason for the manufacturer to use high grade aluminum alloy tubing, because it costs as much or more than copper, and offers no real advantages. A little money can be saved by using cheap aluminum tubing, but this is soft, weak, and very much inclined to crack when bent.

Another point that should be covered in inspecting the fuel line is its size. Pamphlet 58 specifies that it shall be "at least  $\frac{3}{8}$  inch."



Here are twin cylinders on new \$6000 mobile home with relief valves aimed at wall. Mounting should be reversed.

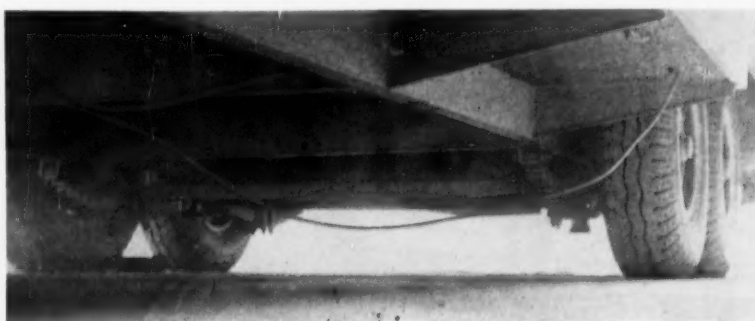
That size tubing is quite satisfactory if only one appliance is on the line. With two appliances such as a four-burner-and-oven range and either a water heater or a space heater, it is definitely marginal for size. With three appliances operating simultaneously, it is defi-

nately small. It is quite likely to result in pilot outage when more than one appliance is operating. If the pilot affected is in the water heater or the furnace, both of which must be equipped with 100 per cent safety shut-offs, this can be annoying, but is not hazardous. But if the pilot fails in the oven, and it is not the 100 per cent shutoff type, it can be worse than inconvenient. Half inch tubing is needed in all these multiple installations, not only as a safety measure but also to enable the appliances to develop the necessary heat.

Several of the large trailer manufacturers have already changed to  $\frac{1}{2}$  in. tubing in their models where extra fuel line capacity is or may be required. Larger ca-

it would be better for the customer if all pilots were the type approved for L. P. gas. They are supposed to be, but all oven pilots are so designed.

Where trailers are parked in one place for long periods we often find that a domestic type 100 lb cylinder has been set in to provide the family fuel. This is both economical and convenient, and it presents no hazards if it conforms to the regulations governing domestic cylinder installations. The important points to watch are that these cylinders shall be set on a firm foundation, and that they shall be protected in such a way that they can not be knocked over while in service. So all over America we see these tall cylinders standing on soft



This was standard fuel line installation in an expensive mobile home three years ago. Many are still in use.

capacity regulators are required with these bigger fuel lines. The small size may pass enough fuel in warm weather, but there is too much chance that it will freeze up if used in cold weather.

A dual-cylinder installation is necessary if there is a pilot-lighted appliance on the line. An automatic changeover valve is not required by Pamphlet 58, but it is certainly desirable. The trailer occupant will seldom notice that a cylinder of fuel is exhausted until the fire burns low or goes out. If the oven has a simple pilot, which also goes out, the trailerite may forget to relite it, and gas may accumulate in the oven. With the 100 per cent safety shut-off pilots in the water heater and the furnace, there is no accumulation of gas, but it might become inconvenient. The automatic changeover valve is better in every respect, and

ground, with no attachment to the trailer or any other support except by the copper tube that connects it to the regulator. Children play around it, and dogs race through the premises. These cylinders should be installed so they can not be tilted or knocked over. Why should trailerites be given less protection in such matters than is required for people whose houses are on permanent foundations?

These big cylinders should also be set so the pressure relief valves point away from the trailer. Glen Brenner, Propane Sales & Service Co., Las Vegas, Nev., has an ingenious way of checking to see that all of his domestic cylinders are so installed, whether at trailers or at homes. His cylinders are kept freshly painted, with the company name stencilled on the side, directly under the relief valve. He requires his drivers to place the

## PREST-O-LITE<sup>Trade-Mark</sup> CYLINDERS



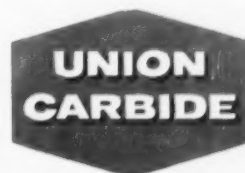
### Million-Pound Squeeze

This 500-ton hydraulic press puts a million-pound squeeze on cold steel to shape a PREST-O-LITE cylinder shell. LINDE's 50-odd years of specialized deep-drawing experience helps to assure maximum strength with minimum weight in every cylinder produced.

Precise control of wall thickness is one of many watchful steps LINDE takes to give you uniformly high quality in the cylinders you depend on. This is just one of the reasons why PREST-O-LITE cylinders are first choice in their field. No matter what you pay, you can't buy a better cylinder than one trade-marked PREST-O-LITE.

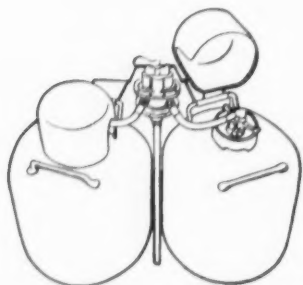
To find out more about PREST-O-LITE products, call or write to the LINDE office nearest you. LINDE COMPANY, Division of Union Carbide Corporation, 30 East 42nd Street, New York 17, New York. In Canada: Linde Company, Division of Union Carbide Canada Limited.

*Linde*  
TRADE MARK

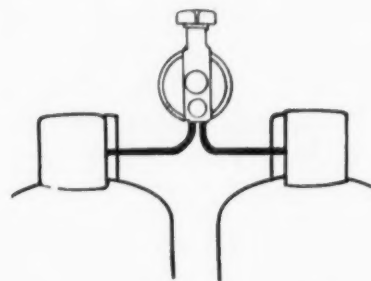
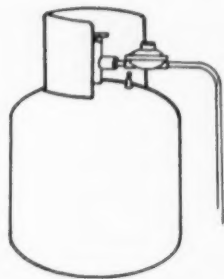


The terms "Linde," "Prest-O-Lite" and "Union Carbide" are registered trade-marks of Union Carbide Corporation.

## Watch These Details To PREVENT Trailer ACCIDENTS



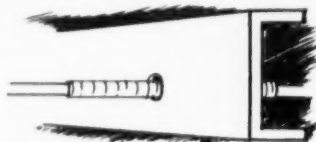
Let's try to get trailerites to use double cylinder installations instead of single cylinders. The chances of accident will not only be less but the customer will enjoy better service.



Appliances with continuous burning pilots should only be used with dual cylinders and automatic changeover valves.



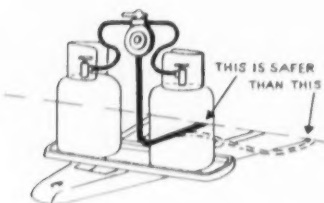
Fuel lines should be fastened securely under the trailer floor about every 2 to 3 ft.



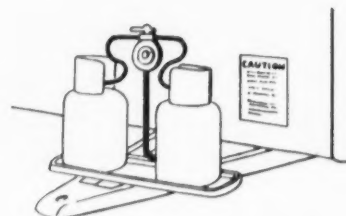
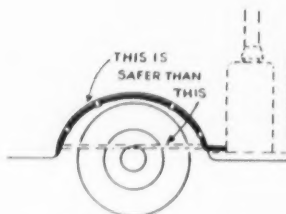
Fuel lines passed through holes in cross members should be shielded in electrician's loom, taped to the tube.



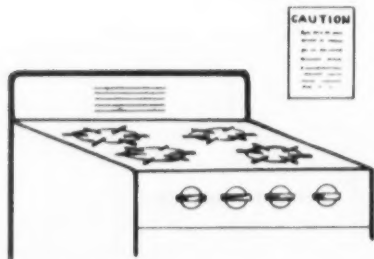
The fuel line should be protected with a rubber grommet where it passes through the floor.



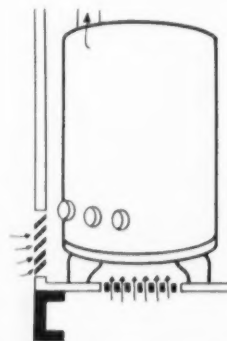
The fuel line should be kept out of the way of flying stones and moving parts. It should be inside the "A" frame, and should be supported, not suspended, if it passes over the axle. An unsupported fuel line presents a serious hazard.



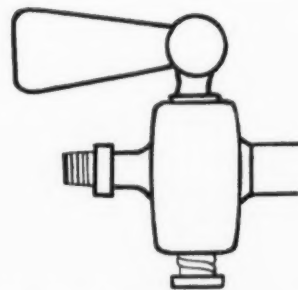
People forget to be safe. Trailerites should be reminded to turn off the appliance valves before opening a refilled cylinder valve.



Valves on appliances should always be carefully checked to see that they are in "shut-off" position before opening a refilled cylinder valve.



Combustion air for water heaters and comfort heaters should come from outside the trailer (through wall or floor), and these appliances should be vented.



No lever type valves should project from appliances or fuel lines. This type of valve invites accidental "turn on."



# Now! American® W-45-LPG Welded Steelcase Meters for LP-Gas Service

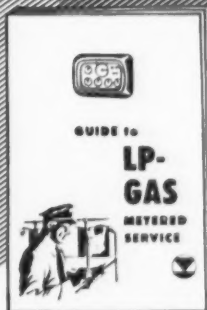
American's entirely new series of Welded Steelcase Meters now brings to the industry an entirely new approach to the measurement of LP-Gas.

The new W-45 incorporates hardcase-size, removable indexes for easy meter reading without clouding or discoloration of the index cover... isolated from pressure with a gas-tight, frictionless rubber grommet seal. Molded, one-piece lucite index box ends glass breakage problems.

Designed and built to provide traditional American accuracy and dependability, the new steelcase meters incorporate these additional field-proven features:

- Sturdy, light weight, welded steelcase construction.
- Removable "handhole" cover for easy meter accessibility—eliminates soldering.
- New lifetime corrosion protective coating.
- Wall mounting brackets for ease of installation.
- Accurate pilot light registration.
- Interchangeable straight reading or pointer-type indexes.
- Molded Duramic diaphragms and reinforced flag rods.
- Synthetic grommet-type internal seals for positive leak protection and minimum friction.
- Oil impregnated, porous bronze bushings.
- Modern styling assures ready customer acceptance.

MODEL W-45-LPG Rated capacity 45 cfh propane at 1/2 inch w.c. differential—5 psi working pressure—1/2 inch F.P.T. connections—shipping weight 8 lbs. F.O.B. Philadelphia.



## BUILD SALES AND PROFITS FASTER WITH LP-GAS METERED SERVICE

Metered service has been vital to the success of many of the nation's leading LP-Gas distributors. Write today and find out how you can benefit from metered service and build customer confidence with LP-Gas meters. Ask for American's booklet "Guide to LP-Gas Metered Service," or consult your American Meter representative.

**AMERICAN®**  
**METER COMPANY**  
INCORPORATED (ESTABLISHED 1836)



GENERAL SALES OFFICE: Philadelphia 16, Penna.  
Albany • Alhambra • Atlanta • Baltimore • Birmingham  
Boston • Chicago • Dallas • Denver • Erie • Houston  
Kansas City • Los Angeles • Minneapolis • New York  
Omaha • Pittsburgh • San Francisco • Seattle • Tulsa • Wynnewood  
IN CANADA: Canadian Meter Company, Ltd., Milton, Ontario  
Calgary • Edmonton • Regina

SUPPLIERS TO THE GAS INDUSTRY for Ironcase, Tinned Steelcase, Aluminumcase and Welded Steelcase Meters • American-Westcott Orifice Meters • Instruments • Pressure Regulators • Apparatus • Valves

cylinders so the sign faces away from the structure that it serves. This not only protects the property, but also derives maximum advertising value from the stencil. And he can tell as he drives by that the cylinders are set in the right position.

Fuel service for trailerites still presents unsolved problems in many localities. According to the NFPA regulations all ICC cylinders of trailer size should be filled by weight. A few states do not have laws conforming to this, but the problems are the same with or without laws. Filling by weight requires scales, which are accurate only if the scales are on a level foundation. The ideal solution for this problem is to have a supply of exchange cylinders in a locked cabinet at the trailer park. These cylinders must be kept neatly painted to be acceptable to the owners who take pride in the appearance of their mobile homes. A good substitute for exchange cylinders, if space permits, is to have a small dispensing tank, complete with pump and scales, located right at the park. Lacking either of these facilities, it is quite common for LPG dealers to send their bulk trucks into the trailer parks to service customers on a "milk route" basis. In some cases the cylinders are filled right on the trailer tongue, using a fixed liquid level gauge to determine when the cylinder is filled to legal capacity. This is not good practice at best, because it involves venting vapor and liquid too close to a structure. If the cylinder does not happen to be

equipped with a fixed liquid level gauge, and many or not, it should never be undertaken. The only safe way to fill such a cylinder is by weight. To do this the cylinder must be taken off its mounting, and it might just as well be removed to a safe location for filling. The filling location, even when it is a truck, should be at least 50 ft from the nearest trailer or building, and at least 25 ft from public streets or sidewalks. Trailer park operators should see that these precautions are observed. They are legally liable if they permit violations of safe practices.

The final precaution is to see, if possible, that trailer occupants are protected against the consequences of their own negligence or foolishness. Most of the fires and explosions in trailers arise from this cause instead of from either defective installations or mishandling of containers by experienced personnel. There are two points on which the trailerite should observe particular caution. If he changes his own cylinders he should provide himself with the correct wrench. It is the special open end solid jaw wrench with a six inch handle made especially for this use. Crescent or other adjustable wrenches or pliers should not be used, and wrenches with long handles are "out" unless the user remembers every time to grip the handle so his thumb is against the jaws that do the work. Otherwise there is danger of stripping threads.

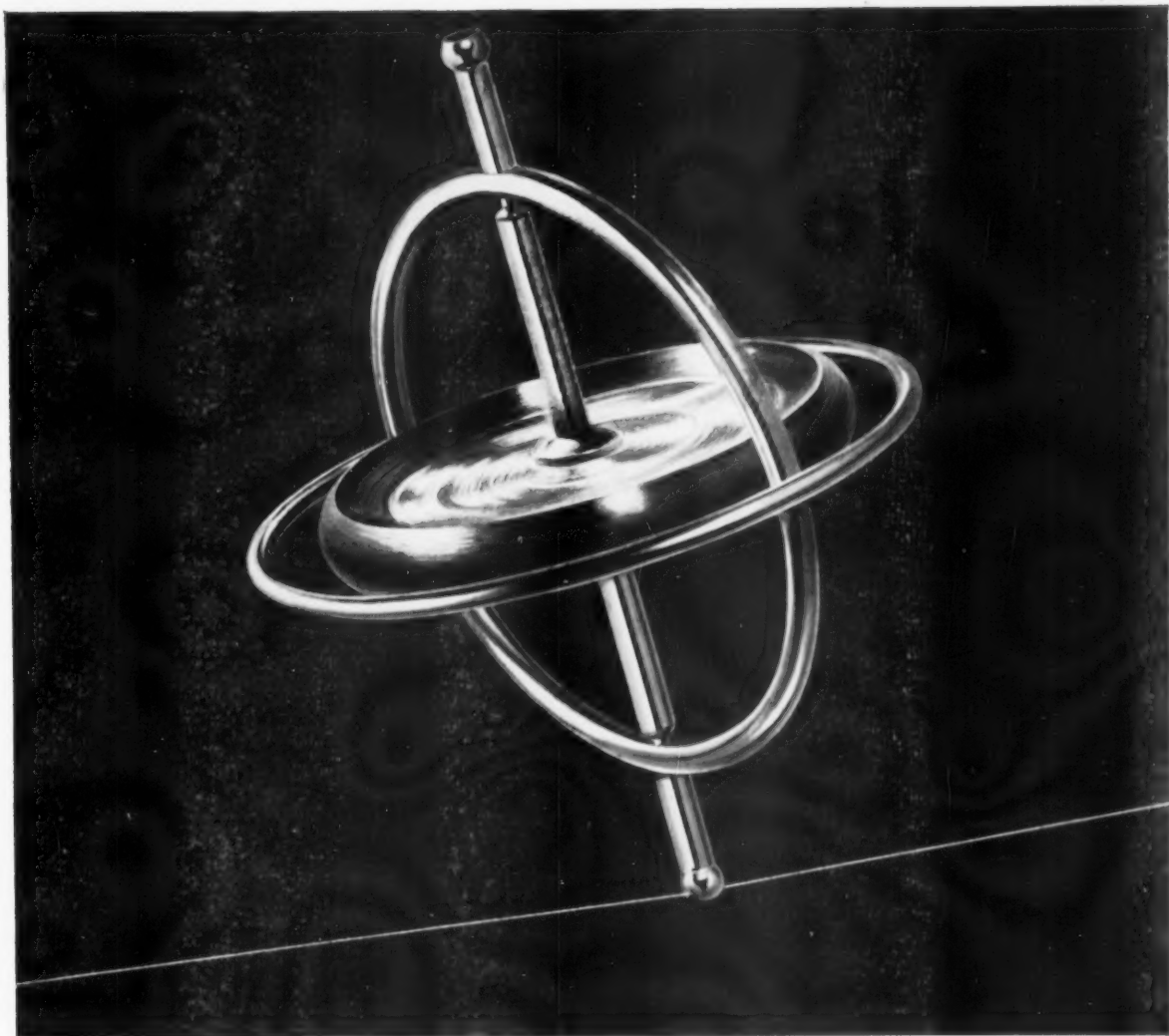
The second precaution that trailerites should observe is never to open the fuel valve of a fresh cyl-

inder until he is certain that all the appliance valves are turned off. Pamphlet 58 and the corresponding state laws require the installation of permanent warning plates at the cylinders and at the appliances, calling attention to this matter. These warnings are seldom found. It is the most prevalent violation that occurs. And failure to observe this simple common sense precaution is the cause of more trailer accidents than any other single reason. It is particularly important with single cylinder installations, but it is also possible for a careless trailerite to run out of gas with two cylinders on the line. Not all of these irresponsible individuals will read or pay attention to such a warning, but if it is there we have a good chance to limit the legal liability to the person who caused the trouble. Because of these conditions some dealers attach appropriate caution tags to all trailer cylinders filled in their plants.

Speaking in percentages, L. P. gas has an enviable safety record in permanent homes. This is the result of good laws, good enforcement, proper training of most gas company employees in basic safety principles, and good customer education. Propane can be just as safe in travel trailers and mobile homes if the necessary effort is made to make it so. The condition has improved a great deal in the three years since BUTANE-PROPANE News brought the matter so forcibly to the attention of the people concerned. There is still a lot of "clean-up" work that should be done—and soon. ■



Unsupported domestic cylinders sitting on ground at temporary village. Regulators are hung in fuel line without support. There's a hazard at every house.



## BALANCED PROGRAM...

The Shell Propane service program is balanced and stable.

Our contract customers can rely on:

**1. Quality**—Shell's reputation for quality control is traditional in the industry.

**2. Assurance**—Every Shell customer is assured that the propane he contracts for is already proved and reserved at 26 strategic production centers.

**3. Delivery**—Always uniform and prompt . . . because the propane is available in accordance with the terms of the Shell Contract.

**4. Service**—Shell field engineers are always available for any kind of propane service.



**SHELL OIL COMPANY**

Albany • Atlanta • Baltimore • Boston • Chicago • Cleveland • Detroit • Indianapolis • Los Angeles  
Minneapolis • New Orleans • New York • Portland, Oregon • Sacramento • St. Louis • San Francisco • Seattle



# Dear Steve,

Sure it takes time to participate in community activities, but it is time well spent. And remember this, Steve. Nothing worthwhile can be accomplished without spending a little time at it.

Oh, I know an L. P. gas dealer is busy and his time is precious. Don't forget I operate a pretty good size dealership myself. But taking part in community affairs is a mighty important part of running that business—now and in the future.

Probably every upstanding citizen of every city and town would like to become active in his community, but except for a small handful, they never seem to get around to it. An L. P. gas dealer is different. He probably has less time than any other person in the county, but it is probably more important for him to take part than for any other person. Steve, an L. P. gas dealer *must* be an active part of his community.

Of course, we all want to see our communities become better places in which to live, both for ourselves and for our children. But in addition, time spent taking part in community doings can be chalked up to market development and to public relations.

By working with groups which are determined to make the area prosper and grow, such as the chamber of commerce and the local service clubs, you are helping to create more customers and a greater demand for gas and appliances. The L. P. gas dealer has a real stake in the community he serves and in the future of that community. A dealer who let's other people run these affairs, is leaving his most important asset—his marketing area and its inhabitants—in the hands of others. He wouldn't think of letting others run his business, but in a sense, that's exactly what he is doing.

Then there is the public relations aspect. There are actually two aspects so far as participation in civic affairs is concerned. One is the impressions given to the public as a whole—that is—all the people who live

in the area. The other is the contacts to be made.

The L. P. gas dealer should always strive for public confidence. He is a public servant in a very great sense. If he is known in the area as a community leader, the confidence of the public in the dealer—and therefore his dealership—goes up.

Contacts are also important. It's no secret that someone has a better chance of getting the cooperation of an organization if he "knows someone" in that organization. Through membership in the chamber of commerce and the various service clubs, the dealer has a chance to establish personal and lasting friendships with the local banker, city officials, lawyers and other business and professional people.

Steve, I would definitely advise you to go out and join your chamber of commerce and one of the service clubs—Kiwanis, Rotary, Exchange, Lions, Sertoma or whichever else. But don't just go to luncheon meetings once each week. Take a committee chairmanship, take part in civic and other service projects, become known. And you will get a real sense of personal satisfaction out of doing something worthwhile for others, too.

But don't let your community participation stop there. Bring your products and services into the picture, too. Whenever there is food cooked at a community affair, make sure it is cooked on an L. P. gas range. And, when prizes are awarded or donations are asked for a community bazaar, donate some good old LPG. Or, how about getting together one of the service clubs on a town clean-up project in which weeds are burned off with an L. P. gas torch.

It all adds up to goodwill for you and your business. And goodwill is mighty important to a growing business that depends on the community in which it operates for sales.

That's about it, Steve. The time spent on such projects is not time wasted but is an investment—with some pretty real dividends.

Your Uncle,  
Dan



# Master-Styled

## PORTABLE FILLING STATION

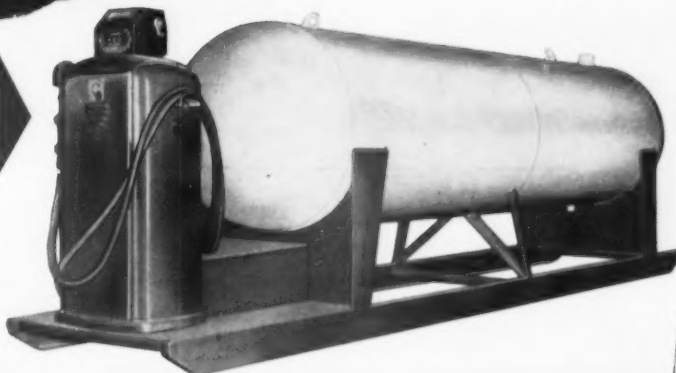
by

Master Tank & Welding

### FITTED FOR THE JOB

Deluxe (right) Self contained dispensing unit. Printing or Non-printing head. Skid mounted. Finished in highest quality hot process enamel. Two-tone, if desired.

Standard (below) Equipped with heavy duty doors and tamper proof lock. Skid mounted. Finished in highest quality hot process enamel.

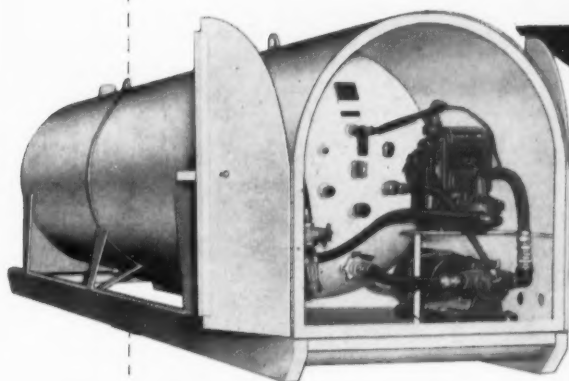


### CONVENIENCE... ECONOMY... PLUS

Service... when and where you want it! The Master Portable Filling Station is the answer for bulk plant operators to level high peak loads. Install these Masterpieces throughout your territory for a marked increase of summer gas supply.

Ideal as a stand-by unit also, to service cars and trucks when the bulk storage plant is tied up loading and unloading a transport or bobtail.

Both standard and deluxe models are shipped ready to go; equipped with explosion proof motor, explosion proof switch and hose. Available in standard sizes — 500, 1000, 2000 gallon capacities, or fabricated to meet your specifications.



### Fleet Owners Modernize

Set up your own filling station system with this profitable Masterpiece of construction.

ANOTHER MASTERPIECE—  
FITTED FOR THE JOB

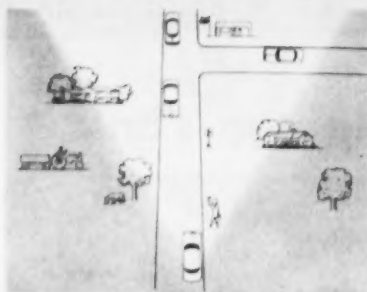
P. O. BOX 5146 • DALLAS, TEXAS  
2000 S. FRONT STREET, BOX 39 • QUINCY, ILLINOIS



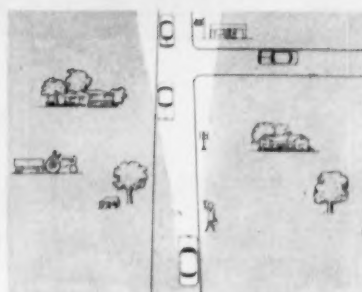
## THE NARROWING ANGLE OF DRIVER VISION



**MODERATE SPEED**



**FAST**



**VERY FAST**

### Better Vision Institute reports:

## When you step up speed you put on blinders

**W**HEN you are hitting it up in your truck at 60 miles per hour, how well can you see?

Why, I can see all right, you say. The road stretches ahead perfectly clear. You spot the cars, trucks, curves and bridges without difficulty.

But what else do you see? It may surprise you to know that the narrow strip of road is just about all that you can see, traveling at that rate, according to studies completed by the Better Vision Institute.

By making a few simple self-tests, and thinking about what they mean, you can catch a glimpse of the true function and importance of the eyes in driving. The factor of vision has scarcely been touched in the mad search for the causes and prevention of road accidents, which caused 38,300 deaths and 1.5 million non-fatal injuries in 1955.

Here is the simplest kind of test. At a crossroad is a post bearing half a dozen names of towns and

villages, one above the other. How many of the names can you read at 60 mph? You have remarkably good eyes if you can "grab" even the top one. The others are a mere blur.

At the next road crossing, drop down to 40 and you can probably read at least two of the names. At 30 you may take in three or four.

That proves that one part of your vision goes to pieces at high speeds. It is the part which includes objects flashing past you at the sides of the road. Stepping up the speed is just like putting on blinders.

Why does this break-down of vision take place? It may be because the eye, like a camera lens, just can't work fast enough to capture a speeding object. Or it may be that the eye registers the image all right, but the brain, which really does our seeing, can't recognize or distinguish the images formed by the eye.

Here is another way of making the test. Look straight out of the

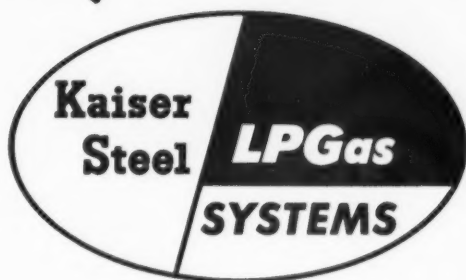
side window at the scenery. Well, you seem to see that all right! Trees, houses, animals, all are distinct.

But they are only distinct because unconsciously you let your eyes travel backwards with each flying object for a fraction of a second, as you fix on it. That gives time for recognition. If you doubt this, try looking out of the window through a cardboard tube, held perpendicular to the line of the car's movement. (Better let somebody else drive the car!) You will see nothing but a confused blur because your eyes cannot dwell anywhere long enough to recognize objects.

When you are jogging along at 20 mph, not only the road is clear, but so are the objects covering a wide range on each side of it as you look straight ahead. Your vision at that speed approximates your normal vision, walking or sitting still.

But as you step up the speed, the clear area on each side con-

# *Easy to sell - Easy to service*



*and here are 10 good reasons why:*

- 1 Most accurate precision fittings available.
- 2 All controls under one convenient hood.
- 3 Carefully tested for maximum efficiency.
- 4 Built *to last* from the finest steel.
- 5 Strong, uniform, air-tight seams.
- 6 No moisture content.
- 7 Scale-free, rust-free surface.
- 8 Attractive, corrosion-resistant finish.
- 9 Completely safe.
- 10 Economical operation.



Customers can be sure of the utmost in uninterrupted, trouble-free service when you install Kaiser Steel LP-Gas Systems. Tank sizes are available for residential, commercial and industrial installations. Bulk storage tanks are fabricated in sizes up to 30,000 gallons water capacity. Call or write for complete information.

JULY, 1957

**Kaiser Steel**  
**FABRICATING DIVISION**  
*Napa and Fontana, California*

## Vision troubles mean road **HAZARDS!**



**COLOR-BLINDNESS**

8% of men, fewer women, have color-blindness



**NIGHT-BLINDNESS**

Sub-standard night vision (Vitamin A deficiency) causes smashes



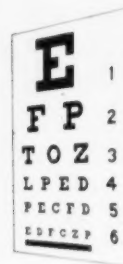
**TUNNEL VISION**

56% of "accident repeaters" can't see well sidewise



**POOR GLARE RESISTANCE**

After passing headlights, driver travels 73' blind



**ACUITY, CLARITY**

Majority of adult Americans can't pass 20/20 test and/or have astigmatism

tracts toward the center. The side areas may not look foggy. All you can say is that at the lower speeds you were recognizing objects far to the right and left without shifting your eyes, whereas now you are not recognizing them.

So it turns out to be a startling fact that, at high speeds, you are driving through a kind of self-created visual tunnel, your "corner-of-the-eye" vision virtually demolished and even your direct vision thrown into confusion when the eyes are turned sidewise on

passing objects. None of your seeing ability remains unimpaired except the look straight ahead down the road. Even that may be affected in insidious ways. It boils down to this—at high speed you see fewer of the approaching hazards, and you give yourself less time to avoid them.

Research may some day prove that vision is the key fact in managing a car—see right, and you will drive right. Meanwhile, you yourself can set up a new standard for your own safe speed, based

on the experiments you have made: when side vision is a blur, step on the brake.

Further, the Better Vision Institute reminds you, consult an eye-sight specialist to learn whether you have any visual defects that can be corrected with driving glasses. If so, get and wear the glasses. Tinted lenses are preferred for daylight driving, with your prescription "ground in." Ordinary sunglasses are more of a hazard than a help when your vision is faulty. ■

## A \$1.4 million enterprise to distribute gas in East Africa

A \$1.4 MILLION enterprise to distribute natural and L. P. gas for domestic and industrial use throughout East Africa has been undertaken by Afrigas Ltd., a company registered in Dar es Salaam with Dr. G. Bartolotta as managing director. Main storage and distributing centers have been set up at Dar es Salaam and Mombasa to receive bulk supplies of liquid petroleum gas from Italy.

Afrigas is also importing appliances, both domestic and industrial, to use the gas.

The company intends to provide further bulk storage and filling

depots at Nairobi and Jinja, while other inland storage depots will follow as and when demand warrants. Retail marketing is being carried out throughout East Africa by reputable agents in all main centers.

LPG is widely used in Europe and its domestic usefulness is well known. Industrially, it is used for cutting, welding, heating, smelting, etc., and it can also be used on the farm for heating and the controlled drying of tobacco and pyrethrum.

The Managing Director is Dr. Bartolotta, a director of Britalia

(Tanganyika) Ltd. R. E. M. Anderson of Nairobi and Alessandro Della Penna are also directors.

The greatest problem facing the new company will be to ensure continuous supplies to the consumers.

A large proportion of the consumers will be in remote areas and, in Tanganyika in particular, road transport during the rains is difficult.

Cylinder replenishment will also present difficulties, particularly in insuring that the used cylinders in refilling comply with stringent safety tests. ■





SALES CLINCHER:

## This is my supplier

Lucky jobber. He's cast his lot with a dependable, *growing* source of supply. One he can point to with pride when signing up a new customer.

This year, Pure Oil put another plant into production of LP-Gas. And that's another reason, in addition to all the following, you can be *sure* with PUREGAS:

1. You buy direct from Pure Oil—producer of its own LP-Gas.
2. PURE ships promptly in any weather in its own tank car fleet.
3. PURE can also ship by transport truck.
4. PURE's huge underground storage facilities are now being filled with millions of gallons of PUREGAS... for you when you need it most.

Decide now to start doing business with a supplier whose name strengthens yours. Call or write your nearest Pure Oil office today.



# Puregas



Be sure with PURE

The Pure Oil Company, 35 East Wacker Drive, Chicago 1, Illinois • Worland, Wyoming, Box 38  
Minneapolis, Minnesota, 825 Thornton St. S.E. • Fort Worth, Texas, Fair Building, Box 2107



Propane Pete • Episode No. 20



## PETE AND THE HAIRY HERMIT OF FOUNTAIN CREEK

By J. ARTHUR THOMPSON

WHEN Joe Farrar, of Waco, Texas, was young, he got the ambition to dig himself a fortune out of the Colorado gold fields. So he took his savin's and went out to Cripple Creek. But gold diggin' wasn't too good. One night in a friendly little black-jack game, he drew one too many cards, which brought his eatin' money down to a slick quarter and an Indian head penny.

By walkin' and ketchin' a ride now and then, Joe got himself down near Colorado Springs and picked up a job with a feller that was known as the Hairy Hermit of Fountain Creek.

The Hermit had jist started to explain Joe's duties, when Propane Pete came rattlin' down the road in Old Beepee. Pete was feelin' mighty low and mournful. He'd had a fight with a grizzly up in the high country and that bear had chewed off his mustache. Pete had been mighty proud of that mustache and he was scared it was goin' to take a long time to grow out again.

When Pete sees this here Hermit he stops and stares. That guy was jist about the hariest thing you ever seen. Pete gits out, ambles across the log and inquires how he gits so much tonsorial embellishment. This here Hermit explains as how his business is makin' hair tonic. Not jist poor barber shop juice, but the surest fired hair grower that ever was. It was based on a sacred Kickapoo recipe and improved on by the Hairy Hermit.

Pete explains his predicament and the Hermit promises to grow out Pete's mustache in 24 hours. "Why man alive," he shouts, "this here stuff will grow hair on the Rock of Ages."

Then he turns to Joe Farrar and says: "Here kid, you take this jug of tonic down to Manitou and you'll find a bald headed widder down there by the soda springs. You git fifty dollars for it. I wouldn't go near her."

Pete inquires how come. "I hate women," the Hermit answers. "They're the root of all evil. I'm afraid of 'em and I jist plain don't like 'em."

Joe starts across the log and the Hermit yells some last minute words at him. Joe turns, slips and drops the jug. It busts and all that good hair grower went into the creek.

Well, the Hermit took it philosophic and says he'll send another batch down in the mornin'. He invites

Pete to stay over night and Pete, not to be outdid, hauls his hose across the stream and sets up his propane stove. The Hermit treats Pete's chewed off mustache with some of his hairgrower and everybody was happy.

Next mornin', Pete's mustache has grown clear out, longer and finer than ever. When he looks at hisself in the creek he's plumb tickled with his beauty. Then he sees somethin' that brings him to a full stop. Every one of the trout in that creek was wearin' a fur coat. That hair tonic had sprouted it on 'em over night.

It was a hot day and them poor fish sure did look uncomfortable. Pete sat down to think it over. Finally he got a stick, twisted some red and white cloth around it like a barber pole and set it up on the edge of the stream. He fixed up his propane hose with a small cuttin' burner and then yelled: "NEXT."

Well sir, a trout jumped right out of the water and landed at Pete's feet. Pete picks it up quick and gentle, shaved every bit of that fur off and tossed it back into the water. You should have seen that fish jump and wiggle, he felt so good.

Pete and Joe Farrar spent all mornin' shavin' them trout. Whenever he'd holler "Next" there'd be a trout out of the water waitin' to git shaved.

They'd jist about finished up when all at once the Hermit lets out a squall. Pete looks around and here comes a woman up the road. The bald headed widder has come for her hair tonic. The Hermit is tryin' to climb up a sheer rock wall right behind the camp, trying to git away. The widder breaks into a run.

Pete did the only thing he could to help. He turned the flame on full tilt and hit the Hairy Hermit right square in the seat of the pants. That boosted him quick to the top of that rock and he took off. The widder went around and kept runnin' after him.

The Hermit went right up the Peak with the widder right behind. He got to the top, gave one despairin' look at that female and jumped. The widder jumped too. And that was the last of the Hairy Hermit and his fabulous formula for hair tonic.

Pete figgers its time to go South anyway, so he takes Joe Farrar along and on the way gives him a thoro learnin' in L.P. gas. Joe dropped off at Waco and started up the Central Butane Co. Did right well too. ■



## **YOU CAN'T KEEP CUSTOMERS WAITING!**

**NO SUPPLY PROBLEM FOR TEXACO LP-GAS DISTRIBUTORS.  
CONSTANT SOURCE OF SUPPLY ASSURES ON-TIME DELIVERIES!**

*Don't wait...call or write TEXACO now*

The Texas Company is not only one of the largest producers of LP-Gas, it's the only petroleum company to successfully build up distribution of its fine products in all 48 states.

As a Texaco LP-Gas distributor, you will benefit by profitable and *proved* sales policies. You're assured of dependable and efficient delivery service and the highest quality product. Also, *Texaco markets only through independent distributors.*

We deliver Texaco LP-Gas in a new fleet of tank cars, from 25 strategically located production areas.

Current distributors say Texaco LP-Gas has *immediate acceptance* — because it carries the nationally-known trade-mark, Texaco, and matches in quality other *accepted* Texaco products such as Sky Chief and Fire Chief gasolines, Marfak, Havoline Motor Oil, and many others.

No reason why *you* can't build a sound, profitable business with Texaco LP-Gas. We'll be glad to tell you how.



The Texas Company, LPG Sales Division, P. O. Box 2420, Philtower Building, Tulsa 2, Oklahoma, DIamond 3-4101. — 929 South Broadway, Los Angeles 15, California, TRinity 9271.





### Cole predicts "super suburbia" at 26th annual convention of LPGA

New suburban areas, farther from cities (and therefore away from utility gas mains), will be created en masse by a combination of the new Federal highway program and the coming helicopter age, Albert M. Cole, U. S. Housing Administrator, told the 26th annual convention of the Liquefied Petroleum Gas Association at the Conrad Hilton Hotel in Chicago, May 12-15.

Mr. Cole, who was tied up in Washington by a Senate committee hearing at the last minute, actually spoke through H. K. Fleming, his assistant.

Mr. Cole followed up this vision of tomorrow's out-of-town living with a plea for a planned "super suburbia."

He said that if "this impending super-suburbia is going to be a planless, hit-or-miss scattering of

homes and factories, then blight will lay a pall over the landscape. Blight has an inevitable outcome—tax deficits, mounting bills for fire and police protection, a rise in crime and vice. Specifically, it is bad for business."

He also urged a program of what he termed urban renewal. He said that already 270 American cities have invested in this program of erasing blighted neighborhoods with the aid of the \$900 million the federal government has made available.

Approximately 4000 persons attended the four-day convention and trade show, at which 240 manufacturers and suppliers of the L. P. gas industry exhibited their latest products.

"Every LPGA member should be president of the association," outgoing president Kenneth Dickson stated, "because the president is in a position to really see the work and accomplishments of the LPGA." Mr. Dickson gave dealers an optimistic outlook for the future as he told them that the national income is higher so people can buy and people will buy from LPG dealers if they are sold.

"The trend to suburban living offers a challenge to LPG and utility gas dealers—the challenge of giving gas to everyone, everywhere," J. H. Mikula, Milwaukee

Gas Light Co., told the group at the first luncheon session. He gave a bright status report on several gas unity programs now in operation which are working to fulfill the challenge.

The 1957 convention theme "Partners in Progress" sparked the convention and trade show. Festivities and interchange of information between dealers and other dealers and suppliers continued late into the night and then into the morning in the many supplier hospitality rooms located throughout the hotel.

Former Gas Appliance Manufacturers' Association president Julius Klein sent a telegram to the convention in which he predicted a bright future for gas appliances because of tremendous promotional activities which he stated could not fail to pay off.

A. H. Cote, Suburban Propane Gas Co. and president of the National LP-Gas Council reported on one of the promotion activities referred to by Mr. Klein. He told how the National Council is pre-selling the L. P. gas and appliance market. Direct benefits were 10,000 prospects created last year alone.

"It isn't what we don't know that hurts us, it's what we don't do about it," Gerald T. Owens, sales consultant, told the second luncheon audience. The quality of our personnel, he said, determines the quality of our business. LPG dealers need capable men in the field representing them, he reported. He told the dealers that "every man you hire today is an investment of \$2,000 to \$5,000. Leadership's greatest responsibility today is to create the desire in people to want to do better."

John D. Stone, Gas Inc., Lowell, Mass., said dealers have definite responsibilities to their community and their government as well as to their owners, customers, employees and to their competitors.

Depth of management, a good set of records and a lawyer are "musts" for the man who wants bank or institutional financing, H. N. Forman, National Propane Corp., New Hyde Park, N. Y., advised.

"A recent new development for propane is its injection into oil fields to increase the recovery of crude oil," according to C. W. Guy, vice president and treasurer of Texas Natural Gasoline Corp. "I know of two such projects now going on in south Texas and west Texas that will use 82 million gal.

At the speakers' table for the opening session of the LPGA were (left to right): H. K. Fleming, assistant administrator of the Housing and Home Finance Agency, Washington, D. C.; Howard D. White, executive vice president of LPGA, Chicago; K. H. Dickson, LPGA president, Moberly, Mo.; A. H. Cote, president of the National LP-Gas Council, Whippany, N. J.; and J. H. Mikula, chairman of the Gas Unity Committee, Milwaukee, Wis.





# Make MARVEL-SCHEBLER *LPG* Carburetion Systems

## Your Solid Foundation to Build Sales!

Motor fuel use of LPG was up 30% last year and it's still booming. You can guarantee your share of this growing market with Marvel-Schebler LPG carburetion systems. Everything you need is offered by Marvel-Schebler—regulators, carburetors and adapters, solenoid valves, filters, switches, hoses and fittings for almost every installation. So build up your sales of LPG—build with Marvel-Schebler!

Write today for complete information and your free copies of catalog and booklet "LPG and You."



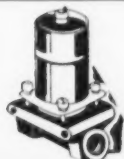
CARBURETERS and ADAPTERS



REGULATORS



SWITCHES



SOLENOID VALVES



**Brand New**  
**A Marvel-Schebler**  
**exclusive development**  
**UL Approved liquid withdrawal**  
**regulator for air-cooled engines.**



FILTERS

Marvel-Schebler — LPG Carburetion Systems Are Standard Equipment With:

Allis-Chalmers (Buda Division), Automatic Transportation, Clark, Erickson Hyster, J. I. Case, Massey-Harris, McGraw-Edison, Mercury, Towmotor



**MARVEL-SCHEBLER PRODUCTS DIVISION**  
**BORG-WARNER CORPORATION** • **DECATUR, ILLINOIS**  
Export Sales: Borg-Warner International • 36 South Wabash Ave., Chicago 3, Illinois



of propane between now and March 31, 1958. Those two projects alone increase the total 1957 demands for propane by 2 per cent. The entire oil industry is watching them very carefully and their success could mean the diversion of tremendous quantities of propane to this use."

Mr. Guy also emphasized the importance of balancing the summer-winter ratio. He told the dealers to read the industry trade magazines which give many ideas and methods used in all parts of the country to increase loads. "Look at pages 150 through 155," he said, "of the May issue of BUTANE-PROPANE News at the pictures of what others are doing."

### Lovelady is new president of LPGA

Talmage Lovelady, president of Pure Gas Service, Worland, Wyo., was elected president of the Liquefied Petroleum Gas Association at the board of directors meeting during the 26th annual convention in Chicago during May.

Mr. Lovelady was formerly first vice president of the Association.



A. E. Bone  
1st vice pres.



Talmage Lovelady  
President

Arthur E. Bone, Eastern Propane Gas Co., Malvern, Pa., became first vice president and R. H. Wherry, Service Gas Co., Jesup, Ga., was elected second vice president. A. H. Menuet, Skelly Oil Co., Kansas City was reelected as treasurer.

### Illinois couple wins Squibb-Taylor "holiday"

Mr. and Mrs. R. A. Schmidt, of Schmidt Gas Service, Waterloo, Ill., were the winners of the 1957 Hawaiian Holiday, a free vacation trip for two offered by Squibb-Taylor Inc., Dallas, and J. Y. Taylor Co., Garland, Texas.

The award was decided at a drawing held in the closing moments of the LPGA convention, when Schmidt's ticket was drawn from



among those of the more than 1500 who had registered at the "Visible Liquid Level" Float Gauge booth during the convention.

The Schmidts will make the trip to the Islands and return on United Air Lines planes, with all expenses paid by their official hosts.

### Distinguished Service goes to Campbell

Harry A. Campbell, director of the Bureau of Explosives of the U. S. Department of Mines, received the coveted Distinguished Service Award and the Seley Award.



H. A. Campbell

Mr. Campbell was cited for his cooperative spirit and valuable advice to the L. P. gas industry in matters of gas shipments and shipping containers. He was also cited in the field of liaison between the L. P. gas industry, other industries, and the Interstate Commerce Commission.

Only seven men have previously received the Distinguished Service Award.

The presentation was made during the convention lunch May 15 by W. R. Sidenfaden, a past president of LPGA.

### Ancient Gassers award goes to H. K. Strickler

Harrison K. Strickler, Erie, Pa., retired founder of the Protane Corp., received the Seley Award for "popularity in the L. P. gas industry and in his community" at the May 12 meeting of the Order of Ancient Gassers. The award con-

Bill Rutherford, Squibb-Taylor, Memphis; Delores Wilson, United Air Lines, Chicago; and Mrs. Cecil Squibb, look on as Cecil Squibb presents two tickets for a "Hawaiian Holiday" to R. A. Schmidt, the winner. Alice and Rhoe Bielfeldt, (Misses Butane and Propane) and Cliff Squibb stand behind Mr. Schmidt.

sisted of an engraved gold watch, donated by Louis E. and Simon Seley, who formerly operated Conservative Gas Corp., Brooklyn, N.Y.

The presentation was made by J. Woodward Martin, Shamrock Oil & Gas Corp., who succeeded Col. Ellsworth L. Mills, Bastian-Blessing Co., as chairman of the Gassers, an organization of LPG industry veterans, each of whom has been in the business 21 or more years.

Other officers elected for the coming year are Norman Evans, Pressed Steel Tank Co., vice chairman; C. F. Dexheimer, Shell Oil Co., secretary; and H. A. Goodwin, Bastian-Blessing Co., treasurer.

### New billboard theme is topic at Del-Mar-Va meet

The April 24 meeting of the Del-Mar-Va Gas Association was called to order by President Granville C. Northam at the American Legion Home, Cambridge, Md.

A new billboard, to appear soon throughout the Del-Mar-Va Peninsula, was the main topic of discussion. Bob Carreau, advertising chairman, Chesapeake Propane Gas Co., spoke on the new advertising copy's theme "A gas range never lets you down." The cost of this advertising is borne by the L. P. and utility gas companies in the Del-Mar-Va Gas Association.

Herb Tucker of Protane Corp. reported on the successful service school held April 4 at Salisbury, Md. Leonard Lemon, Bastian-

something

**New**

IN

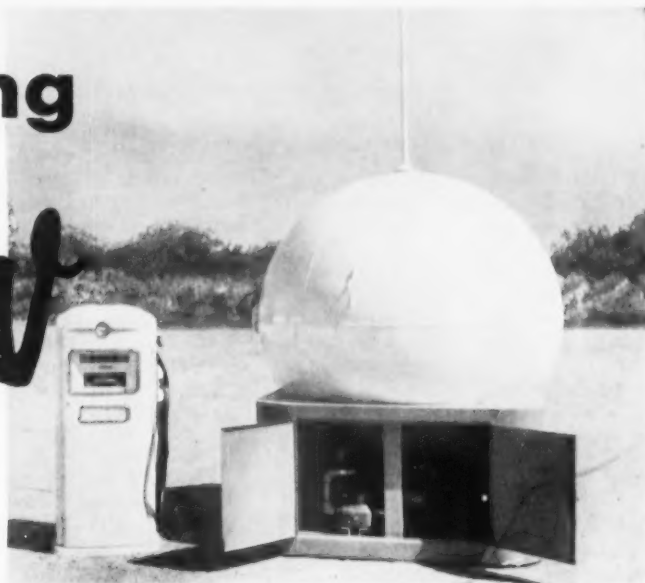
## LP GAS DISPENSERS

Designed with an eye  
for Economy of Space  
.. Safety .. Beauty ..  
Convenience .. Ease  
of Operating and  
Moving .. Savings ..  
Sales .. Profits



RED BRUMIT

You can count on us for all  
your LP gas tank needs.  
We've got the experience,  
know-how and craftsman-  
ship.



## DAL-WORTH SPACE MIZER

Three sizes — 1,000 WG, 2,000 WG and 3,000 WG.  
Completely self-contained with choice of pumping and meter-  
ing equipment in locking compartment below tank.  
Available with "Texoil" dispenser for service station  
operations.  
Painted two-tone to match major oil company colors if  
desired.  
No sharp corners or obstructions to hamper operations.  
1,000-WG unit uses less than a 7-foot square...no fence  
required.  
Spray-filling for easy refueling of tank.

This is the ideal unit for the service station operator who wants to  
take advantage of those additional sales and profits on LP gas...  
for the economy-minded fleet operator...or for added storage space  
for the LP gas dealer. It's easy to install and the entire unit can be  
moved in one operation.

# DAL-WORTH TANK COMPANY

Post Office Box 818 • Grand Prairie, Texas

Blessing Co., conducted the school for the 61 servicemen who attended. According to Mr. Tucker response to the school was excellent. A second school, which was held on May 9, dealt with gas controls. This school was handled by a representative of Sid Harvey Inc.

Claude Cahall, Cahalls Gas Service, chairman of the safety committee, reported on gas water heater conversions and the illegal use of unvented gas space heaters. Members were urged not to connect any gas water heaters that are not approved for L. P. gas. When converting gas water heaters from other gases to L. P. gas, use only factory approved conversion kits, stated Mr. Cahall. He also stressed the danger in connecting unvented gas space heaters in rooms that are used as sleeping quarters.

Herbert McMurray, Washington Gas Light Co., talked to the members about cooperation between gas utilities and L. P. gas companies. He pointed out where his company had cooperated in the fields of advertising, home demonstrations, and joint meetings, in which contemplated main extensions of the utility company were outlined to the L. P. gas members.

### Flame cultivation school attracts 100 dealers

More than 100 Arkansas L. P. gas dealers and county agents attended the Flame Cultivation School recently conducted in Little Rock by the Arkansas Foundry Co. The school, the first of its kind held in the state, was planned and

More than 100 dealers and county agents heard reports on selective and non-selective weed burning at Arkansas Foundry Co.'s Flame Cultivation School.



directed by J. D. Charton, manager of the butane-propane division of Arkansas Foundry Co.

Col. Price C. McLemore of Flame Cultivation Inc., Waugh, Ala., the inventor of the process that employs an L. P. gas flame for selective cultivation, appeared on the program. His subject was "Why Flame Cultivation?"

Robert Strawn Jr., general manager of Agricultural Equipment Corp., La Junta, Colo., spoke on "Selective and Non-Selective Weed Burning . . . Double Your Gas Load." He also showed a film on flame cultivation in cotton and "Weeds Cost . . . Flaming Pays," a film covering non-selective weed control.

Billy Byron, assistant professor of agricultural engineering, University of Arkansas, presented "The University of Arkansas's Selective Cultivation Report."

"Modern Mechanical Farming in Arkansas," a film, was shown by Russell R. West, West Tool & Equipment Co., Pine Bluff, Ark. W. E. Woodall, state cotton specialist, spoke on "The Arkansas Agricultural Extension Service Report on Flame Cultivation."

The school was climaxed by a display at the Arkansas Foundry Co. of flame cultivation and weed burning equipment.

### Carpenter heads Council's dealer sales aid group

Frank Carpenter, president of United Petroleum Gas Co., Minneapolis, has been appointed chairman of the National LP-Gas Council's new dealer sales aid committee. The new committee has been activated to expand the Council's local level promotion activities.

In announcing the appointment, A. H. Cote, president of the Council and general sales manager of Suburban Propane Gas Corp.,



Frank Carpenter

Whippany, N. J., said the committee will be charged with the responsibility of developing dealer sales aid tools including production of booklets, brochures, local level aids, direct mail advertising, and store display material.

In 1937 Mr. Carpenter joined the Phillips Petroleum Co., as manager of L. P. gas utility sales and later was appointed safety engineer. In 1942 he was loaned by Phillips to the Rubber Reserve where he acted as assistant safety engineer on synthetic rubber plant construction and operation. Mr. Carpenter returned to Phillips in 1944 as assistant manager of the natural gas division.

With others he formed United Petroleum Gas Co. in 1945. During that year he acted as vice president of United and in addition served as vice president and general manager of Home Gas Co., Minneapolis. In 1947, United was reorganized and he became president.

Mr. Carpenter has been instrumental in the formation of several other companies which are either subsidiaries or affiliates of United Petroleum. Included are the Storage & Sealing Corp., a company now developing and commercially testing sealed sandstone caverns for L. P. gas storage, and Steel Tanks Inc., New London, Minn., tank manufacturing firm.

In the past two years, Mr. Carpenter has assisted and carried out the purchase of 17 L. P. gas retail operations in the Dakotas, Minnesota, and Wisconsin.

### Annual Del-Mar-Va chicken festival held recently

The 10th annual Del-Mar-Va chicken festival was held June 11-13 at Laurel, Del., according to Ken V. Keller, Suburban Propane.

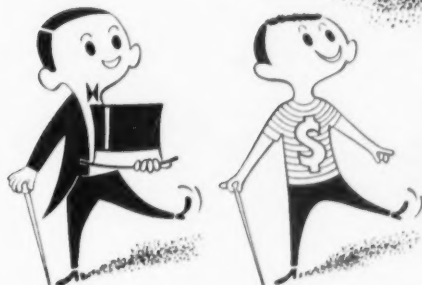
The annual event was spotlighted by a great deal of publicity. The main attraction of this festival is



they're  
SO  
BEAUTIFUL

they're  
SO  
SELLABLE

# *Warm Morning* **GAS HEATERS**

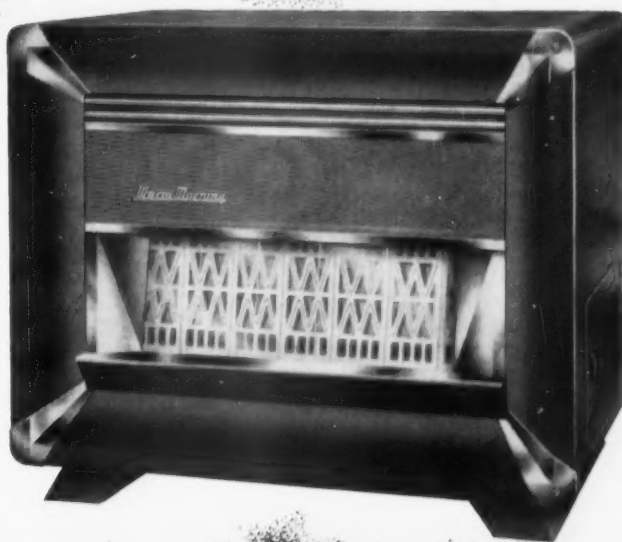


## A Complete Line of Faster Selling, Beautifully Styled Gas Heaters

Now, WARM MORNING offers its distinctive "Picture Frame" styling in a complete line of vented and unvented gas home heaters (20,000 to 85,000 BTU input) both radiant circulator and circulator models. They offer an unmatched array of selling features and unbeatably low prices.

### GET YOUR FREE COPY OF NEW, FULL COLOR CATALOG!

Write today for full color catalog and prices on the WARM MORNING gas heaters. Get the facts on the many outstanding features that make the new WARM MORNING gas heaters the line you'll want to sell in '57!



**The Price is LOW ...  
The Margin is LONG!**

# *Warm Morning*

A QUALITY LINE OF GAS & COAL HEATERS & GAS INCINERATORS

LOCKE STOVE COMPANY

114 F West 11th Street, Kansas City 5, Missouri

# With these **3** REGULATORS you can handle the majority of domestic installations

## STRAIGHT LINE FLOW

*No moisture traps - Cuts freeze ups*

## HIGH LINKAGE RATIO

*For low lockups*

## BRASS ORIFICE

## MAXIMUM USABLE DIAPHRAGM AREA

**sel-pac**

*The Mark of Leadership*



**1605**  
Single Stage  
Black



**1605-HP**  
High Pressure  
Red

**1605-J**  
Second Stage  
Black



**Selwyn-Pacific Company** 340 West Avenue 26, Los Angeles, California

(Advertisement)

## DOLLARS AND SENSE



by  
**GEORGE R. POSTLEWAIT**  
President  
SELWYN-PACIFIC  
COMPANY

Being human, we are slow to accept new ideas, new methods, even though they may be based on sound principles and good logic. Many times our refusal to accept these new ideas cut into our profits by causing unnecessary service calls and creating customer dissatisfaction.

Why are we so "hard headed"? There are numerous reasons, a few of which are: (1) Unwillingness to really think for ourselves. Taking the attitude, "I've been doing that for 15 years" doesn't mean that better methods are not available. (2) Mental laziness—lacking the ambition and aggressiveness to learn of better methods. (Maybe the reason your competitor seems to be expanding so much faster than you). (3) Proneness to accept a "cock and bull" reason to do things the "lazy way" instead of the logical way—I'm sure you could name many more.

For many years to get a UL listed tank or system, you had to accept a regulator along with the tank. I have seen many cases where this proved costly. A tank, built in one section of the country, was shipped to a section having different climatic conditions, possibly using different mixes or propane instead of butane. Service men would wonder why they were getting "high lock-ups," or "humming regulators" or "pilot outages," or if the gas company using the tank wanted to two-stage (and the smart ones surely do) he had a regulator which wasn't right for either his first or second stage. You took it since "it came with the tank." The regulator adds to the cost of your tank. You can't expect the tank fabricator to carry stocks of all regulators and tie up his capital without some return on his investment. Tank fabricators can't be expected to know your local problems or your individual requirements.

Doesn't it make sense to: (1) Buy your tanks, less regulators and standardize on high and low pressure leverage type regulators having inter-changeable parts? (2) Save the extra charges justifiably added by tank fabricators for regulators? (3) Eliminate the possible loss or damage in shipping? (4) Buy units of a "regulator team," matched to give you the best possible service? (5) Be able to standardize on your regulators instead of getting a different type each time you buy from a different tank manufacturer?

You are smart enough to operate a gas business proving you are smart enough to think for yourself.

**SELWYN-PACIFIC COMPANY**  
340 West Avenue 26  
Los Angeles 31, California

a national chicken cooking contest. Prizes consisted of \$1000 in cash, three gas and three electric ranges, a gas and an electric clothes dryer plus 92 lesser prizes.

A gas range was donated by Geo. D. Roper Corp., Rockford, Ill.; H & D Distributing Co., Baltimore, Md.; and Cribben & Sexton Co., Chicago. The gas clothes dryer was the contribution of Caloric Appliance Corp., Philadelphia.

### Nebraska convention attracts 134 registrants

A total of 134 people attended the Nebraska LPGA annual convention held April 15 and 16 at the Castle Hotel in Omaha.

Nine important points of departure for sound business practice were outlined by D. A. Larson, vice president, consumers gas service division, United Petroleum Gas Co., Minneapolis, in his speech "Planning for Profit." To prepare a plan for profit, he said, above all else deal with facts as they pertain to your business. Averages and trends are too vague.

"What's Wrong with the L. P. Gas Business?" This question was answered by E. Q. Beckwith, Sid Richardson Gasoline Co., Fort Worth. Mr. Beckwith said there is evidence of moral failure at both dealer and supplier level. The buyer, the seller, and the producer, he said, should operate as a team, toward a common goal.

Max Fetty, vice president, Delta Tank Manufacturing Co., Baton Rouge, posed the question, "Are You Having any Fun?" in his banquet address.

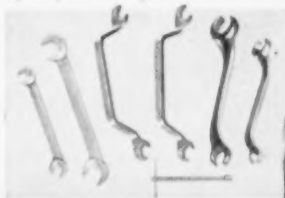


Norman Hahn, American Propane Co., Omaha, and Max Fetty, vice president, Delta Tank Co., Baton Rouge, are having a good time at the Nebraska LPGA. Mr. Hahn is president of the group, and Mr. Fetty was the banquet speaker.



### G-4109 SERVICEMAN'S WRENCH KIT

FOR FLARED FITTING RANGES—  
seven wrenches are packed in  
Polyethylene Bag



### GRIFFOAM LEAK DETECTOR

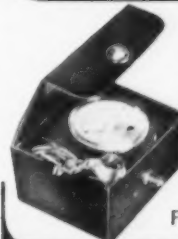


SQUEEZE  
BOTTLE  
APPLICATOR  
•  
NO  
BRUSH  
REQUIRED



AVAILABLE IN PINT & GALLON CANS

### G-4046 OVEN TESTING PYROMETER



The modern,  
fast method for  
checking OVEN  
TEMPERATURES

•  
Also perfect  
for checking  
Flue Temperatures

### CONVERSION ORIFICES AND TOOLS



Many other special  
items available in-  
cluding Cylinder &  
Appliance Hand Trucks

WRITE FOR COMPLETE CATALOG

**THE E. F. GRIFFITHS CO.**

PHILA.44,

PENNA

Norman Hahn, president, and Robert Murphy, vice president, were reelected to their respective posts. Two new board members elected were Merle Harris, Broken Bow, and L. J. Clement, Valentine.

### Gas Measurement Course will be held in August

The annual Appalachian Gas Measurement Short Course will be held this year at West Virginia University, Morgantown, W. Va., on August 26-28.

Subjects covered in the intensive three-day course include the fundamentals of gas measurement and special sections on domestic meters, orifice meters, large capacity meters, automatic control instruments, pressure regulators, and other related equipment.

### O. S. Carpenter named president of AGA

Orville S. Carpenter, president of Texas Eastern Transmission Corp., has been elected to the board of directors of the American Gas Association.

Mr. Carpenter fills the unexpired term of George T. Naff, vice chairman of the same company, who resigned from the board.

### Maryland elects Poist its new president

The Maryland LPGA elected the following officers for 1957-58: President, H. J. Poist, H. J. Poist Gas Co., Laurel, Md.; Vice President, C. J. McAllister, Parlett Gas Co., Waldorf, Md.; Treasurer R. E. Markline, Super Therm Gas Inc., White Hall, Md.

### WANTED—Kentucky's best mint julep recipe

Editor Carl Abell's hospitality equipment has been augmented by one engraved silver julep cup, a gift of the Kentucky LPGA.

The presentation was made by President Elmer Roll at a surprise dinner attended by association officials and industry members who could be rounded up quickly when it was discovered that Abell had slipped in unannounced for a quiet weekend of fishing on Cumberland Lake.

In his brief remarks Roll commended Editor Abell and BUTANE-PROPANE News for outstanding



President Elmer Roll and Secretary Frances Holliday of Kentucky LPGA equip BPN Editor Carl Abell for Kentucky's favorite beverage.

services to the L. P. gas industry, and expressed the thanks of the Kentucky LPGA for generous editorial treatment of the association's activities. In his reply Abell complimented the Kentucky group for carrying out an unusual number of projects that were worthy of being reported. (Fishing note—he should have been there the week before.)

### Management conference will take place July 15-17

An L. P. gas management conference, presented by the Oklahoma A & M College school of business, and sponsored by the Oklahoma LPGA and Central States office of LPGA, will be held July 15-17 at Oklahoma A & M College, Stillwater, Okla.

The conference will cover such important business practices as bookkeeping, accounting and financial management; credit and collection procedures, customer relations and other down to earth practical ideas on the operation of an L. P. gas business.

### GAMA division reelects officers for one term

The industrial gas equipment division of the Gas Appliance Manufacturers Association has reelected its officers for additional one-year terms to begin in October.

They are: Chairman, E. J. Funk Jr., vice president of the C. M. Kemp Manufacturing Co.; Vice Chairman, Robert C. LeMay, Selas Corp. of America; and Executive Committee member, James H. Sands, executive vice president, Eclipse Fuel Engineering Co.

## CALENDAR

### Coming events in the Industry

1957

July 7-9—Tennessee LPGA Annual Meeting—Noel Hotel, Nashville, Tenn.

July 15-17—L. P. Gas Management Conference presented by Oklahoma A & M College School of Business, sponsored by Oklahoma LPGA and Central States Office of LPGA—Oklahoma A & M College, Stillwater.

July 21-23—Kentucky LPGA Tenth Annual Convention and Trade Show—The Kentucky Hotel, Louisville Ky.

July 21-23—Colorado LPGA Convention and Trade Show—Stanley Hotel, Estes Park, Colo.

July 31-August 2—Fifth District Annual L. P. Gas Service School—University of Kansas, Lawrence, Kan.

July 31—Maryland LPGA Summer Meeting—Rosehaven, Md.

August—Alabama LPGA Convention—Mobile, Ala.

August 5—Pennsylvania LPGA Summer Meeting—Jennerstown, Pa.

August 14—New York State LPGA Summer Meeting—Beck's Grove, Rome, N. Y.

September 10—Pennsylvania LPGA Annual Convention—Penn-Harris Hotel Harrisburg, Pa.

September 23—Virginia LPGA Annual Convention—Old Point Comfort, Va.

September 27—Natural Gasoline Association of America, Oklahoma Regional Meeting—Skirvin Hotel, Oklahoma City, Okla.

October 6-8—Oklahoma LPGA Annual Meeting and Convention—Skirvin Hotel, Oklahoma City, Oklahoma.

October 7-9—American Gas Association Annual Convention—Kiel Auditorium, St. Louis Mo.

October 14-16—New York State LPGA Management Conference—Cornell University, Ithaca, N. Y.

October 25—Natural Gasoline Association of America, Southern Regional Meeting—Washington-Yauree Hotel and Captain Shreve Hotel, Shreveport, La.

November 1-2—Eleventh National Home Laundry Conference—Mayflower Hotel, Washington, D. C.

November 22—Natural Gasoline Association of America, Panhandle Plains Regional Meeting—Herring Hotel, Amarillo, Texas.

All associations are invited to send in dates of their forthcoming meetings for this calendar.



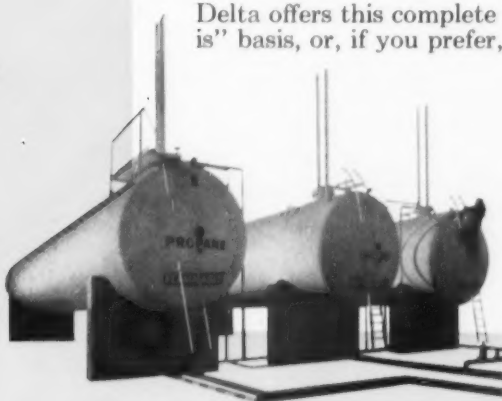
## Why Delta?



## Storage Experience!

The "extra quality" you enjoy in Delta Tank's bulk storage installations is the result of more than 20 years' experience in the business. This "extra quality" includes the use of X-ray inspection and stress relieving in our own modern furnace. The Delta Line (ranging from 6,000 through 8,000, 10,000, 12,000, 18,000, and 30,000 gallon capacities) is planned to meet every domestic, rural, industrial and dealer need for LP-Gas and Anhydrous Ammonia storage vessels. Each unit is fabricated under a continuous and constant code of quality.

Delta offers this complete line of storage vessels on an "as is" basis, or, if you prefer, you can use Delta's engineering service and fabricating experience to meet your specific requirements. Whichever you choose, Delta's three enlarged modern plants stand ready to serve you. Ask the Delta Tank man.



### DELTA TANK MANUFACTURING COMPANY, INC.

BATON ROUGE, LOUISIANA

PLANTS: BATON ROUGE, LA. • MACON, GA. • BEARDSTOWN, ILL.

EXPORT OFFICE: INTERNATIONAL TRADE MART, NEW ORLEANS, LOUISIANA

FABRICATORS OF OIL FIELD EQUIPMENT, MATERIAL HANDLING EQUIPMENT, AND PRESSURE VESSELS.

# news



## Higher capacities seen in gas central heat units

A strong trend toward higher capacities in gas central heating equipment is shown in a study by the Gas Appliance Manufacturers Association of sales over a five-year period.

In the case of both gas-fired furnaces and of boilers for residential use, a larger proportion of production has gone into units of greater Btu-input. The smallest sizes, as measured in heating capacity, show the largest declines in percentages of total output. However, sharp gains in over-all production meant that in almost every classification the number of units shipped actually increased.

The study covers total production, for both new home and replacement markets, from 1952 through 1956.

Keith T. Davis of the Carrier Corp., chairman of GAMA's furnace division, pointed out that during this five-year period gas-fired furnaces of 75,000 or more Btu-input per hour increased from 62.3 per cent of shipments to 77.2 per cent. Units rated 75,000 Btu or more, but less than 100,000 Btu, accounted for 41.3 per cent of the market at latest count, up from 34.9 per cent five years ago.

F. J. Nunlist of the Mueller Climatrol division, Worthington Corp., chairman of GAMA's boiler division, noted that in five of the six classifications for boilers rated 75,000 Btu and higher, percentage gains were shown, virtually all the market share decline was in units under 75,000.

## Pizza pies go direct to patrons from IHC truck

A propane-fired, self-contained oven which accommodates five 16-in. pizza pies per baking and is capable of producing 75 per hour, is a part of Tucky's, the king of pizza.

Angelo Coppotelli Jr., known as Tucky, serves hot, tasty pizza pies direct to patrons through service windows from an International truck with Metro Van body.

A stainless steel oven, with 50,000 Btu output, is located in the rear of the body near 38-in. doors which are louvered to enhance the interior ventilation. The oven draws its fuel from two 200 lb. cylinders located in a special safety-sealed compartment behind the driver seat.

A plastic skylight and 13 inside lights provide day and night illumination in an area in which Coppotelli has fitted a marble-topped stainless steel working table equipped with seven drawers, each large enough to hold 150 pieces of pizza dough. Automatic box dispenser, special cooling and heating facilities, and all other equipment of a conventional pizzeria has also been compactly fitted into the body's 492 cu ft capacity.



Like your pizza pie hot? With this International truck and a propene oven patrons can get hot, tasty pizza pies direct through service windows. Angelo Coppotelli Jr., known as Tucky, instituted mobile vending to broaden a market the Coppotelli family serves from a Pizzeria drive-in on Staten Island's well-travelled Richmond Ave.

## Irrigation Congress sees burning demonstration

Nearly 2000 irrigation specialists from all over the world attended the 1957 International Commission on Irrigation and Drainage, held on May 7-9 at Davis, Calif. It was sponsored by the University of California College of Agriculture. The display of equipment and methods covered approximately 40 acres.

The use of flaming equipment to control ditchbank growth and thereby make water delivery more economical was demonstrated by Rotary-Sierra Co., of Sacramento, using three different sizes of equipment. In reporting the meeting, the Sunday magazine section of the *Sacramento Bee* (circulation 155,000) included a large picture of a truck-mounted ditchbank burner in operation.

## LPG firm's anniversary gets four newspaper pages

When Coastal Natural Gas Co., Walterboro, S. C., LPG dealership, celebrated its 20th anniversary recently, it rated four full pages in the March 28 issue of the *Walterboro Press and Standard*.

Coastal Natural Gas., headed by owner Ed O'Keeffe, serves 12 counties in the southern part of South Carolina. Mr. O'Keeffe is active in Walterboro civic affairs and was one of the original organizers of that city's chamber of commerce. This activity was in a great measure responsible for the salute given him and his L. P. gas business by the newspaper and businessmen in the city.

Articles in the four pages included a lead article about Mr. O'Keeffe and his dealership, an article on the firm's Denmark, S. C., branch, a feature article on the history of L. P. gas in the local area, a letter of congratulations and new photographs of Mr. O'Keeffe, five individual photos of members of his firm and a photograph of one of his bulk trucks. In addition, there were 12 articles on various L. P. gas appliances and on advantages of L. P. gas provided by the National L. P. Gas Council.

Then there were 15 large display ads congratulating Mr. O'Keeffe and the company. These were inserted by local business firms. Warren Petroleum also took a large congratulatory ad and Coastal Natural Gas took a large ad thanking the community.

she has her own eye for style and beauty...  
does she see it in the water heater *you* sell?

*next time, specify the*

# GRAYSON UNITROL 400

*the prestige control for prestige water heaters*



Robertshaw-Fulton

CONTROLS COMPANY - GRAYSON CONTROLS DIVISION

LONG BEACH, CALIFORNIA



## AN EFFECTIVE WAY TO DEVELOP VALUABLE GOOD WILL FOR YOUR COMPANY

...and help to do a life-saving job at the same time

You can achieve lasting good will for your company—the kind of good will that results in friendly relations with every group in your community. And you can help to save precious lives at the same time, by putting your company's efforts behind the nationwide campaign against traffic deaths.

During 1956, the national total of highway deaths was over 40,000—the highest figure in our history. The cost to the country of these wasted lives is incalculable.

But the picture wasn't entirely black. In many areas—in small towns and big cities—the terrible upward trend was reversed.

This was accomplished by community

action—by business leaders, civic organizations, church, fraternal and PTA groups joining together with law enforcement agencies in an all-out attack on traffic deaths.

The figures prove it. Wherever people get together to do something about traffic safety, *deaths go down.*

### BACK THE ATTACK ON TRAFFIC ACCIDENTS!

*Your company can perform an invaluable service for your community, and for the country as a whole, by pitching in and helping in this life-saving crusade. For full information on what you can do—and how you can do it—write The National Safety Council, Chicago 11, Illinois.*



Published in cooperation with  
The National Safety Council  
The Advertising Council



## April gas water heater shipments hit peak for '57

Shipments of automatic gas water heaters in April were the largest for any month this year and were only slightly below the April 1956 total. The Gas Appliance Manufacturers Association has announced.

GAMA also stated that manufacturers shipped 162,300 gas ranges in March, or 10.8 per cent fewer than the 181,900 for the same month a year ago.

April automatic gas water heater shipments were listed at 240,900 units, only a few hundred below the 241,200 for the same month a year ago. However, for four months the latest total, 891,000, is 11.5 per cent below the 1,006,900 for the corresponding 1956 period.

The gas range figure excludes built-in units, which have been gaining in both the new housing and home modernization markets. For the first quarter, 1957 gas range shipments totaled 447,600 units as against 513,800 a year earlier, a 12.9 per cent decline.

## General Gas Corp.'s first quarter net above 1956

General Gas Corp., major southern distributor of L. P. gas, recently reported 1957 first quarter net income of \$253,893 or 17 cents a share, 35 per cent higher than net income from civilian sales activities during the same quarter a year ago.

R. D. Phillips, chairman, and Hal S. Phillips, president of the Baton Rouge firm, told shareholders in a special quarterly report accompanying the 1956 annual report that, "on the basis of commercial operations only, there was an 8 per cent increase in sales" during the quarter ended last March 31.

They pointed out that full first quarter sales during 1956 included \$372,000 in government work under defense contracts by the company's wholly-owned subsidiary, Delta Tank Manufacturing Co. Inc., and resultant profit of \$41,000. Delta's government contracts were completed early last year and the subsidiary's former artillery shell plant has been converted to civilian goods production.

Sales for the first quarter this year by the General Gas group totalled \$7,995,320, approximately 3 per cent above total sales of



replace costly

"Rule of Thumb"

## with "SAFETY SYSTEM" GAS VENT TABLES

Now you can plan your gas vent installations without relying on costly and often unsafe "rules of thumb" . . . with the new Metalbestos "Safety System" Gas Vent Tables.

There's no more gamble or guesswork in gas vent installation when the "Safety System" Tables quickly tell you everything you need to know before you ever go on the job. Handy and accurate, they benefit you four ways:

- ▶ you avoid unnecessary material costs
- ▶ you eliminate job-site planning time
- ▶ you install more vents per man hour
- ▶ you are sure of a safe job every time

For your **FREE** copy of the new Metalbestos "Safety System" Gas Vent Tables, contact your Metalbestos jobber or write Dept. M-7.



Stocked by principal jobbers in major cities. Factory warehouses in Akron, Atlanta, Dallas, Newark, Des Moines, Chicago, New Orleans, Los Angeles

\$7,745,844 during the first quarter of 1956.

The special quarterly report to shareholders stated that "every practical economy is being put into effect in our L. P. gas and appliance division," and added:

"The first quarter of 1957 reflected a 15 per cent reduction in operating expenses of this division. However, expenses will be reduced further in the second quarter through streamlining and changes in our method of operating. Through these changes, we will have a 34 per cent reduction

in field personnel from that of a year ago without affecting our sales, but with its ultimate favorable effect on net earnings."

Sales of L. P. gas by the company during 1956 rose to 84,571,000 gal., a 12 per cent increase over the previous record of 75.6 million gal. marketed in its five state service area during 1955. Other accomplishments during the year included conversion of Delta's former shell plant to full-scale production of civilian goods at an expenditure of approximately \$750,000, according to the report.

## International committee studies cylinder design

Fifty delegates from 11 countries attended the first meeting of the International Organization for Standardization (ISO) subcommittee on compressed gas cylinder design held in April at the Institute of Social Studies, The Hague with the Netherlands Commission for Standardization acting as host.

The subcommittee was organized two years ago at the Stockholm meeting of the plenary committee of the ISO technical committee 58 and charged with the responsibility of creating an international standard for compressed gas cylinders. As its initial step in this direction, the subcommittee discussed every aspect of compressed gas cylinder design, and reviewed the cylinder specifications of the different countries during the four-day Hague meeting. The subcommittee will meet again in about one year at a time and place still to be determined.

Delegates from the United States, Holland, Austria, France, West Germany, the United Kingdom, Belgium, Italy, Sweden, Norway, and Japan participated in the meeting. The U. S. delegates were F. R. Fetherston, secretary treasurer, Compressed Gas Association Inc., and K. G. Jobson, Linde Co., a division of Union Carbide Corp., who serves as a member of the CGA executive board.

## Technical exam proves U.S. has no monopoly on cooling

Results of a technical school examination, which were announced by the Janitrol Heating & Air Conditioning division, Surface Combustion Corp., proved that the United States has no monopoly on the growing interest of keeping folks cool in summer as well as warm in winter.

Heading the class were three men—a Canadian, an Indian, and a Toledo, Ohian—all with a grade of 94.

Wilber Miller of Weston, Ont., associated with Moffats Ltd., Janitrol's Canadian affiliate; Raj Aggarwala, a technical student from Bikaner, in the Punjab Province of India; and Kent Black, a Janitrol representative in Toledo, formed an "international trio" to out-score all others in the final examination.

**With Viking Pumps you have**

# FAST FUELING

**in portable service stations**

MODEL GG-196U Motor Driven Unit

The Viking pump equipped portable LP-gas service station is ready for a multitude of jobs — on farms, truck and bus terminals, on-the-job contractors, utilities, etc. Units of this type are dependable time savers, when equipped with Viking fueling units. Available in 3 sizes, 10, 20 and 30 GPM. These Viking pumping units are complete—the pump being equip-

ped with return-to-tank valve, vapor pressure valve, O-rings and mechanical seal . . . and are direct connected to 1750 RPM explosion-proof motors with built-in switch and voltage changer. No matter what size is needed, there is a Viking to fit the job.

See our **Catalog** in the

**VIKING PUMP COMPANY**

Cedar Falls, Iowa, U.S.A. In Canada it's "ROTO-KING" Pumps



## 71.2 gallons delivered per truck mile!

WITH MOTOROLA 2-WAY RADIO

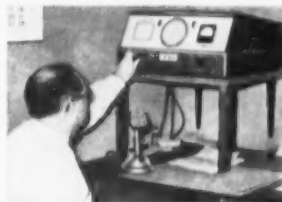
Missouri dealer (with 2 trucks) almost doubles national average.

A bulk truck, a bottle truck, a service sedan, Motorola 2-way radio, and a realistic business philosophy — these are the tools that have made the Edmonston Gas and Appliance Co. an extremely successful operation in south-eastern Missouri.

Owner J. C. Edmonston says, "Every call we get is an emergency from the customer's standpoint. We look at it that way, too. That's why we invested in Motorola 2-way radio — our tanks can get around faster with radio. Aside from the money saved by eliminating phone calls and saving truck miles, the improved delivery service and better customer relations is sufficient to pay for the radios."

Mr. Edmonston has actively cultivated the farm carburetion market, and is almost in sight of a 1-to-1 summer/winter ratio — an ideal setup for any LP-Gas dealer. During long summer farm workdays, consumption comes in spurts, so degree-day records just aren't practical. 2-way radio has "saved the day" for many a nervous Edmonston customer.

Whether you're a 1-truck dealer or a 100-truck dealer, 2-way radio will actually *pay* you money. Let a Motorola Communications Engineer show you how — and show you why LP-Gas dealers have chosen *Motorola* 2-way radio more often than *all others combined*.



Mr. Edmonston about to call driver with rush order.

Farm carburetion business gives Edmonston almost 1-to-1 summer/winter ratio.



Drivers can be reached anywhere, anytime for emergency deliveries.

## MOTOROLA

2-WAY RADIO

MOTOROLA COMMUNICATIONS & ELECTRONICS, INC.  
A SUBSIDIARY OF MOTOROLA, INC.  
4501 AUGUSTA BOULEVARD • CHICAGO 51, ILLINOIS



Motorola consistently supplies more mobile and portable radio than all others combined.  
Proof of acceptance, experience and quality.  
The only COMPLETE radio communications service—  
specialized engineering...product...customer  
service...parts...installation...  
maintenance...finance...lease.  
"The best costs you less—specify Motorola."

## Calor purchases Liquefied Gas Corp., Seattle, Wash.

Robert E. Maloney, president of Calor Gas Co., announced recently that he and his associates have organized and financed Calor Gas Service of Northwest Inc., "Northwest" to purchase the Liquefied Gas Corp. with headquarters at Seattle, Wash. Liquefied has been in business for the past 20 years. Calor is a contract purchaser and marketer of L. P. gas with headquarters in San Francisco.

Mr. Maloney said that the purchase will provide Calor Gas Co. with an additional annual outlet for over 25 million lb. of L. P.

gas. Distribution of LPG by the Seattle corporation is handled through 7 large bulk storage plants covering the Puget Sound area in the state of Washington and 19 distributing locations throughout Alaska.

Mr. Maloney has been elected president and chief executive officer of Northwest. He is also president of all other Calor companies. Spencer H. Nitchie has been named executive vice president and general manager of Northwest. He is also in charge of all Calor retail operations.

The Northwest board of directors named C. M. Ambrose Jr. chairman of the board and Fred



R. E. Maloney  
President



C. M. Ambrose  
Board Chairman

I. Rowe a vice president of the newly formed company. Mr. Ambrose was for many years president of Liquefied Gas Corp. and Mr. Rowe also served that corporation in an executive capacity.

With the acquisition of Liquefied Gas Corp., Mr. Maloney states Calor Gas Co. will have distribution of its L. P. gas products throughout the 11 Western states and Alaska. Its Canadian affiliate, Calor Gas Ltd., markets L. P. gas in British Columbia and Alberta.

## Stan C. Marshall elected president of GAES

Stan C. Marshall has been elected president of the Gas Appliance Engineers Society, it was announced recently.

Mr. Marshall, of Minneapolis-Honeywell Regulator Co., will take office June 1.

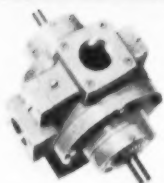
Other new officers are: vice president, D. R. Weidenfeller, Baso Inc.; treasurer, Keith T. Davis, Carrier Corp.; and trustee for a three-year term, M. J. Caparone, Grayson Controls Division, Robertshaw-Fulton Controls Co.

Jess Reznor, Reznor Manufacturing Co., has been appointed secretary for the coming year of GAES.

Membership of the organization, which was formed four years ago as a result of informal discussions held previously among engineers employed in the gas appliance industry, now exceeds 175, a spokesman announced at the recent annual meeting.

Voting members are engineers with at least eight years' experience in the gas appliance industry, including three years of development engineering in gas appliances. Other (non-voting) grades of membership provide for admission of younger engineers engaged in gas appliance engineering, and non-engineers of recognized leadership in work related to gas appliance engineering.

## ONLY CORKEN OFFERS A COMPLETE LINE FOR ALL YOUR PUMPING NEEDS!



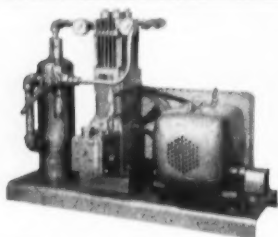
### NEW CORO-VANE TRUCK PUMP

Only ductile iron truck pump, two relief valves, flanged nozzles. Any PTO rotation due to twin-shafts. Runs quiet. All the capacity you can use . . . 30 GPM for 1 1/4" meters. 50 GPM for 1 1/2" meters.



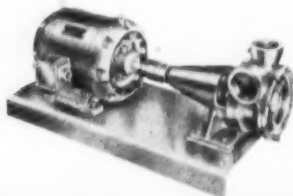
### CORO-FLO FUELING PUMPS

A variety of models all with high differential pressure and maximum GPM. 80 lbs. diff. C-10 3/4 HP pump. 100 lbs. diff. C-12 1 1/2 HP pump. 130 lbs. diff. C-14 3 HP pump. (Available in Close coupled or Frame models.)



### VAPOR PUMPS (COMPRESSORS)

Will do all the pumping any compressor will do on the same horsepower and piping system. 5 HP unit average tank car unloading—liquid and vapor, summer, 5 hrs. 7 1/2 HP unit average tank car unloading—liquid and vapor, summer, 3 1/2 hrs.



### BULK PLANT TRANSFER PUMPS

Designed to move large volume of liquid and at same time produce pressure for truck filling. Model 60 with 3 HP motor will fill average bobtail in 20 min., unload transports 60 GPM. Model 70 with 5 HP motor suited for high volume transfer, tank car unloading, transport loading and filling bobtails.

**CORKEN'S**

P. O. BOX 1062 • OKLA. CITY

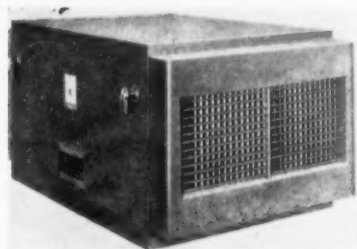
CONTACT YOUR NEAREST CORKEN DISTRIBUTOR



# WHAT'S NEW

## IN PRODUCTS AND TRADE LITERATURE

*For further information on items reviewed in this section use the convenient post-paid Readers' Service Cards on pages 93, 94*



### Air conditioner

The new American-Standard model RC-B air-cooled unit is well suited for light commercial applications because it requires no valuable floor space or water for operation.

This includes evaporator, blower and filter in one compact jacket and is available in 2, 3, and 5 hp sizes. It is designed to be used in conjunction with model AC-A outdoor air-cooled condensing unit.

A powerful blower and 4-way adjustable air flow grill provide proper air distribution.

*Circle 1 on Readers' Service Card*

### Degree day recorder

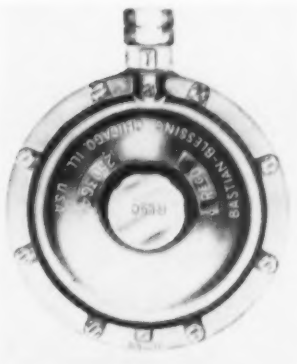
Remington Rand's newest development in the L. P. gas field, the degree-day system, a program of fuel control, is composed of the "hidy" automatic degree-day recorder and the Remington Rand "kardex" system.

It is a recording thermometer calibrated to record temperatures only below 65°. The temperature in

a degree-day is automatically recorded and the total degree-days for the year are accumulated and shown on the counter top.

Using the degree-day system a fuel supplier can determine which customer needs fuel, how much he needs, what kind he uses, where he is located and when the delivery should be made.

*Circle 2 on Readers' Service Card*



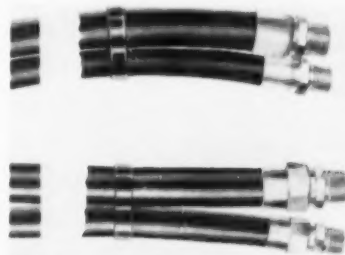
### Tobacco barn regulator

A tobacco barn regulator has been developed by the Rego division of the Bastian-Blessing Co. expressly for leaf drying applications in the tobacco industry. As a second stage regulator, this No. 2503G4 is designed to bring a steady and constant flow of L. P. gas to as many as 20 burners of the drying barn.

The flow capacity has been mea-

sured at 500 cfh of propane, equal to 1.25 million Btu/hr. A special spring has been provided to make possible a delivery pressure range of from 11 to 18 in. wc, which permits the regulator to be set at the optimum delivery pressure required by any tobacco barn burner.

*Circle 3 on Readers' Service Card*



### Dual hose assembly

An Anchor Coupling Co. dual hose assembly for use on LPG service trucks, to provide for the delivery of butane-propane in the liquid state and simultaneous vapor return, consists of two separate L. P. gas hoses joined together by neoprene covered aluminum clips. It replaces the old practice of using two separate hoses.

Available in lengths to 150 ft, this dual hose assembly is most conveniently carried on electrically or manually operated reels. It is available in  $\frac{1}{2}$  x  $\frac{3}{4}$  in.,  $\frac{3}{4}$  x 1 in., and 1 x  $\frac{1}{2}$  in. inside hose diameters.

*Circle 4 on Readers' Service Card*

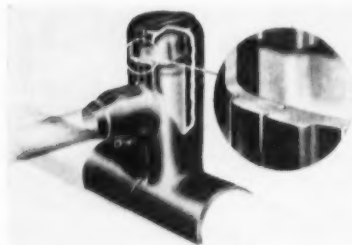


### Larger delivery truck bodies

McCabe-Powers Auto Body Co. has enlarged the size of its all-purpose service body design and manufactured for installation on  $\frac{1}{2}$ ,  $\frac{3}{4}$ , 1, and  $1\frac{1}{2}$  ton truck chassis.

Bodies now in production have compartments which are  $14\frac{1}{2}$  in. deep. This is a  $2\frac{1}{2}$  in. increase over previous models. The body cargo area width of  $48\frac{1}{2}$  in. has not been changed; however, overall width has been increased to  $77\frac{1}{2}$  in.

Circle 5 on Readers' Service Card



### Plastic service tee cover

Modern Utility Supply Co.'s service tee cover provides permanent corrosion prevention for service tees.

The cover is made of rigid high impact polystyrene. It does not deteriorate underground and will completely resist all soil stresses.

Circle 6 on Readers' Service Card



### Bathroom wall heater

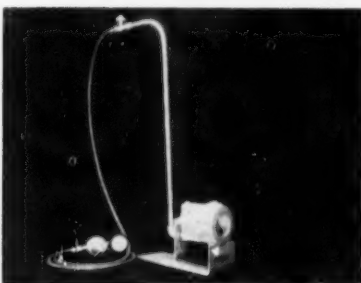
An unvented gas "cool cabinet" wall heater for bathroom use providing instant radiant heat is an-

nounced by Quaker Manufacturing Co.

This heater, with stainless steel radiant, is attached to wall with two screws. It hangs on the wall like a picture. No flue is required. For use with L. P. gas it provides an input of 10,000 Btu per hour.

Dimensions are  $13\frac{1}{2}$  in. high, 14 in. wide, and  $4\frac{3}{4}$  in. deep. Shipping weight approximately 15 lb.

Circle 7 on Readers' Service Card



### Gas burner

A new liquid L. P. gas burner has been designed by Wemco Products for use with tar kettles, asphalt trucks, and other applications where an abundance of quick, clean heat is required.

The Model TK-2 burner will deliver over 500,000 Btu's per hour continuously. It can be operated on vapor as well as liquid.

Circle 8 on Readers' Service Card



### "Rotomatic" rotisserie

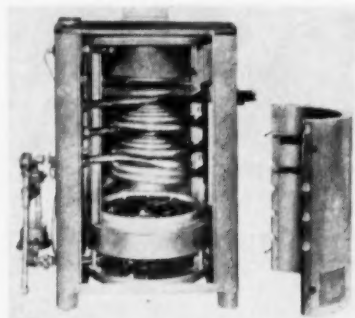
A three-spit "rotomatic" rotisserie is featured in a 40-in. Roper "gourmet" gas range. It is also available on other 40-in. and 30-in. gas ranges produced by Geo. D. Roper Corp.

Driving the unit is a powerful, silent electric motor, controlled by a switch on the range's "insta-set" control panel.

Other features on the range include "tem-trol" automatic top

burner heat control, tem-trol automatic built-in griddle, three "circle-simmer" top burners, "roast minder" oven control, and "instamatic" oven guardian.

Circle 9 on Readers' Service Card



### Commercial-industrial heater

For commercial and industrial water heating, where draws of hot water are heavy within a limited time period, Ruud Manufacturing Co. is now marketing its Model 300A multi-coil, automatic, gas water heater. It is designed for use with L. P. gas and is recommended to meet high or intermittent peak demands.

With four horizontal coils, each independently removable, Model 300A occupies a floor space of 26 by 38 in. It is  $50\frac{1}{2}$  in. high and weighs 390 lb. The Btu input is 285,000, and the recovery rate is 239.4 gal. per hour at  $100^{\circ}$  F temperature rise.

Circle 10 on Readers' Service Card



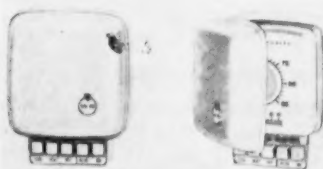
### "Silent" gas valve

A silent, solenoid gas valve that combines the simplicity of the solenoid valve with the silence of the diaphragm valve by sealing all the working parts in a liquid-filled,

hermetically sealed head is now available from General Controls.

Designated the K-3H the valve eliminates a bleed line and provides long, service-free life through permanently sealed operating components. Compactness and ability to be mounted in any position on a horizontal pipe run makes it applicable for use with all gases on all types of equipment.

Circle 11 on Readers' Service Card



#### Pushbutton thermostat

A pushbutton heating - cooling thermostat is now manufactured by White-Rodgers Co.

Available in combinations to fit most heating-cooling systems, this control offers from two to five actual pushbuttons.

The company states that it is very simple to install, due to ready attachment of sub-base wall, and thermostat to sub-base.

Circle 12 on Readers' Service Card



#### Cylinder valve

The Weatherhead Co. announces an improved cylinder valve for use on ICC cylinders up to 150 lb capacity.

A newly designed, notch-type handwheel gives more gripping room, and a wide wrench pad is centrally positioned to prevent distortion under torque. The valve has a fast filling rate of 120 lb. propane per minute at 100 psi drop.

Circle 13 on Readers' Service Card

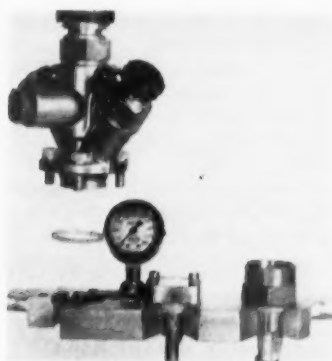


#### Steelcase meter

American Meter Co. announces a compact, welded, steelcase meter, specially designed for L. P. gas. Designated as the W-45-LPG, it has a rated capacity of 45 cfh propane at  $\frac{1}{2}$ -in. w.c. differential, 5 psi working pressure and  $\frac{1}{2}$ -in. fpt connections.

The "hardcase" meter size index is isolated from pressure through a rubber grommet drive-shaft seal which ensures easy reading without discoloration or clouding of the index box cover. The index is interchangeable and the molded one-piece lucite index box ends glass breakage problems.

Circle 14 on Readers' Service Card

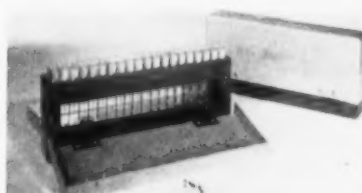


#### Float ring seal

A float ring molded of nylon for use with a quick-disconnect fitting for domestic propane systems is now used by Black, Sivalls & Bryson Inc. The ring secures the fittings to the tank as well as seals the high pressure liquefied petroleum gas inside the tank.

This device consists of a wedge-shaped ring which contacts a concave truncated cone on the male fitting and a convex truncated cone on the female fitting, effecting a seal by close juxtaposition.

Circle 15 on Readers' Service Card



#### Gauging drill set

Latest addition to E. F. Griffiths Co.'s line for the gas industries, is the complete gauging drill set with the new pocket-size, all steel case. Features include: 40 carbon steel drills with brass hex handles, No. 41 to No. 80 inclusive, with drill size clearly stamped on top of each drill handle for quick reference, and an all steel, pocket size case designed to protect sharpness and alignment of each drill.

Circle 16 on Readers' Service Card



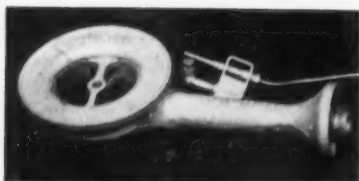
#### Monometer

A monometer for general use as a light pressure and vacuum indicator is being made by F. W. Dwyer Manufacturing Co.

The Series 1225 is designed for determining velocity and static pressure, leakage, fan and blower efficiency, resistance through filters, gas pressure and other measurements. It comes in 6-, 12-, and 18 in. sizes.

Circle 17 on Readers' Service Card

For further information on these products use Readers' Service Cards on pages 93, 94



### Water heater burner

A new, cast iron burner with a horizontal burner flame has helped enable John Wood Co. to reduce the overall height of its gas water heaters up to 18½ in. in 20 gal. models, 8½ in. in 30 and 8 in. in 40 gal. models.

Called "blue halo" the burner has a single annular port with depth three times larger than conventional ports, thereby giving quick flame travel and fast ignition whether flame is hard or soft.

Circle 18 on Readers' Service Card

## TRADE LITERATURE

### Booklet on farm tractors

The title of a very informative booklet recently released by United Petroleum Gas Co. is "Facts You Should Know about L. P. Gas Power for Farm Tractors." This graphically illustrated booklet tells why fuel and maintenance costs are lower with L. P. gas; contains power increase charts, and other supporting facts on LPG as an ideal fuel for farm tractors. Statements contained in this booklet help substantiate facts of economy resulting from this modern fuel.

Circle 19 on Readers' Service Card

### Balanced valve regulator data

A newly revised 12-page photo-illustrated bulletin (No. 1082, Rev. 2) describing Rockwell Manufacturing Co.'s "014" low pressure balanced valve regulators has been issued by the company. Features of the revised version include: a detailed schematic drawing illustrating use of the Rockwell "173" high-pressure regulator for pilot-loading of the "014" (a new application for the "173"); a similar drawing showing use of the Type 39 power pilot regulator (standard) for the same purpose, with the help of a new adapter which facilitates mounting.

Circle 20 on Readers' Service Card

### Brochure on unit heating

"Application of Gas Unit Heating," a pocket-size bulletin, which presents a variety of data on gas unit heating, has been published by the Reznor Manufacturing Co. The material in this guide will be helpful in determining the situations in which this system of heating can successfully be applied, and to give basic information on the selection and installation of the proper equipment. It is not a technical manual, but a basic outline to the proper application of gas unit heaters.

Circle 21 on Readers' Service Card

### Gas range catalog

The 1957 complete Florence Stove Co. gas range line, described in a 60-page illustrated catalog, features the 36 in. Florence "matchless" CP automatic gas range with "governess" burner. Of prime interest is the "hi-lo super therm burner" for instant heat and positive controllability. This burner gives more than a thousand heats—from a tiny flame from six ports that produces a mere 150 Btu to the power of 16,000 Btu of heat from 104 ports.

Circle 22 on Readers' Service Card

### Bulletin on venting

The publication of regular bulletins aimed at informing and assisting William Wallace Co.'s installing dealers has been initiated by the company. Scheduled for publication about four times a year the "Dealer Service Bulletins" will be distributed to "metalbestos" dealers throughout the country. They will deal with actual field installations, illustrated with diagrams or photographs.

Circle 23 on Readers' Service Card

### Tractor costs information

"Get Lower Cost on Every Tractor Operation" is the name of a new brochure on L. P. gas operation published by American Liquid Gas Corp. The booklet makes comparisons in cost between L. P. gas and gasoline and supports this information by means of case histories of farmers who have found substantial saving in their conversions.

Circle 24 on Readers' Service Card

### Sales manual

A sales presentation manual has been designed by the Day & Night Manufacturing Co. for use by heating and air conditioning dealers. The manual outlines the sales story for use with potential year-round air conditioning buyers and covers the points of interest that urge each to buy. Space is included for shop photographs, job layouts, snapshots of past installation, etc., to be added by each dealer. The cost is \$3.50.

Circle 25 on Readers' Service Card

### 2-way radio bulletin

Maximum versatility of 2-way radio units is stressed in General Electric Co.'s latest information bulletin on G-E "progress line" communication equipment. Bulletin ECR-458 describes "building block" design of 2-way radio. It also covers adaptability of the building block design in adding optional equipment.

Circle 26 on Readers' Service Card

### Brochure on service school

The field service school of the industrial truck division of Clark Equipment Co. now has available an 8-page brochure describing the facilities, methods of teaching and course of study utilized by the school to teach maintenance and repair of Clark's gas, electric, and L. P. gas equipment.

Circle 27 on Readers' Service Card

### Prestressed concrete data

A 4-page bulletin, available upon request, on the use of pre-stressed concrete in the petroleum industry has been released by the Preload Co. Inc. Members of the LPG industry, who are planning on erecting new storage tanks and fire walls, will find this valuable.

Circle 28 on Readers' Service Card

### Meter film

Sprague Meter Co. announces the availability of a 16 mm. sound motion picture, "The Fundamental Principles of Dry Positive Displacement Meters."

Circle 29 on Readers' Service Card



# FOR MORE INFORMATION

## about New Products in this issue . . .

use these time-saving

## READERS' SERVICE CARDS

Each New Product or Trade Literature item reviewed in this issue is numbered. To get further information about items that interest you, circle the corresponding numbers on the Readers' Service Card below; then PRINT your name, title, company and address plainly and drop the card in the mails (no postage is needed).

BPN will take it from there and ask the manufacturer to send you, promptly, the data you want.

Circle the Item Number here

PRINT plainly to insure  
quick delivery

Please send me further information about the items circled below:

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40	41	42	43	44	45
46	47	48	49	50	51	52	53	54	55	56	57	58	59	60

NAME (Please Print) \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY & STATE \_\_\_\_\_

July, 1957

• This card will be void and should not be mailed after 90 days from date of issue.

**To subscribe  
or to renew**

**your subscription to  
Butane-Propane News,  
use this card**



### BUTANE-PROPANE News

Please enter my subscription to your magazine as checked below:

Subscription rates in U. S.: 1 year \$2 ☐

U. S. Possessions & Canada: 2 years \$3 ☐

(For foreign rates see page 2)

CHECK HEREWITH ☐

BILL ME ☐

NEW SUBS ☐

RENEWAL ☐

Name (Please Print) \_\_\_\_\_ TITLE OR POSITION \_\_\_\_\_

Company \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_

July, 1957

# KEEP UP WITH WHAT'S NEW

in Products, Literature and Service

*use these time-saving*

## READERS' SERVICE CARDS

Each New Product or Trade Literature item reviewed in this issue is numbered. To get further information about items that interest you, circle the corresponding numbers on the Readers' Service Card below; then PRINT your name, title, company and address plainly and drop the card in the mails (no postage is needed).

BPN will take it from there and ask the manufacturer to send you, promptly, the data you want.

Postage  
Will Be Paid  
by  
Addressee

No  
Postage Stamp  
Necessary  
If Mailed in the  
United States

### BUSINESS REPLY CARD

First Class Permit No. 6955, Sec. 34.9 P. L. & R., Los Angeles, California

BUTANE-PROPANE NEWS

198 SOUTH ALVARADO ST.

LOS ANGELES 57, CALIF.

Postage  
Will Be Paid  
by  
Addressee

No  
Postage Stamp  
Necessary  
If Mailed in the  
United States

### BUSINESS REPLY CARD

First Class Permit No. 6955, Sec. 34.9 P. L. & R., Los Angeles, California

BUTANE-PROPANE NEWS

198 SOUTH ALVARADO ST.

LOS ANGELES 57, CALIF.

# it takes...*Enterprise*

*to build in so many top-quality features as standard equipment!*

Every Enterprise range, from the lowest priced to the finest custom model, has many features you'd ordinarily associate only with top-priced ranges. You can use the same powerful sales ammunition to help sell any Enterprise range.

**Enterprise**  
... in its 99th year



Here are the features that give the lifetime performance your customers want

One-piece, all welded frame and base  
Tank-type, seamless oven  
Heavy blanket of Fiberglas insulation  
Titanium acid-resistant porcelain enamel finish  
Porcelain enamel inside and out

Ask your Enterprise-ing salesman about your new advertising allowance

**PHILLIPS & BUTTORFF CORPORATION**

Nashville, Tennessee



## **RAYPAK** IS THE *Only* COMPLETELY AUTOMATIC SWIMMING POOL HEATER

**EXCLUSIVE UNATHERM GOVERNOR**  
*automatic boiler stabilizer*

**HIGH PERFORMANCE GAS-FIRED  
STAINLESS STEEL BURNERS**  
*for efficient quiet operation*

**100% RUST PROOF COPPER COILS**  
*no rust or corrosion*

**AUTOMATIC INDEPENDENT  
ELECTRICAL SYSTEM**  
*no wiring to run*

**LOW WATER CUT-OFF  
AND PRESSURE CONTROL**  
*for extra boiler protection*

*Only Raypak provides the swimming pool owner with "no-touch" boiler operation — automatic in every way. Only Raypak provides stabilized boiler temperatures, freedom from condensate, optimum scale protection and clean out plugs for each tube of the heat exchanger.*

CALL OR WRITE

*Raypak*

**COMPANY, INC.**

2416 CHICO AVENUE, EL MONTE, CALIFORNIA

	UNIT SALES				PER CENT INCREASE-DECREASE* FROM PRIOR PERIODS		
	April	March	First Four Months	April	First Four Months	Apr., 1957 from Mar., 1957	Apr., 1957 from Apr., 1956
	1957	1957	1957	1956	1956		1957 from 1st 4 mos. 1956
<b>TOTAL FACTORY SALES (DOMESTIC)</b>	<b>289,385</b>	<b>394,708</b>	<b>1,641,193</b>	<b>393,914</b>	<b>2,341,090</b>	<b>27%*</b>	<b>27%*</b>
<b>COMBINATION WASHER- DRYER</b>	<b>12,611</b>	<b>21,527</b>	<b>73,030</b>			<b>41%*</b>	
<b>WASHERS</b>	<b>230,675</b>	<b>286,205</b>	<b>1,167,774</b>	<b>324,238</b>	<b>1,529,330</b>	<b>19%*</b>	<b>29%*</b>
Automatic and semi- automatic	169,573	211,356	885,271	234,876	1,124,595	20%*	28%*
Wringer and all other	61,102	74,849	282,503	89,362	404,825	18%*	32%*
<b>DRYERS</b>	<b>42,850</b>	<b>83,668</b>	<b>385,656</b>	<b>64,923</b>	<b>492,719</b>	<b>49%*</b>	<b>34%*</b>
Electric	27,767	56,161	268,965	49,786	363,132	51%*	44%*
Gas	15,083	27,507	116,691	15,137	129,587	45%*	No Change
<b>IRONERS</b>	<b>3,249</b>	<b>3,308</b>	<b>14,733</b>	<b>4,753</b>	<b>19,041</b>	<b>2%*</b>	<b>32%*</b>

The American Home Laundry Manufacturers' Association reports that during 1956, combination washer-dryers were reported once as an automatic washer and once as an electric or gas dryer. On this basis, the per cent of change for the first four months of 1957 from the first four months of 1956 is: total home laundry appliances 16%; total washers 19%; automatic and semi-automatic washers 15%; total dryers 7%.

## Laundry appliance sales fall down in April

Domestic factory sales of home laundry appliances during April 1957 amounted to 289,385 units, Guenther Baumgart, executive director of the American Home Laundry Manufacturers' Association, announced recently. This was 27 per cent lower than either March 1957 or April a year ago. Sales for the first four months of 1957 were 20 per cent lower than for the corresponding period in 1956.

Total factory sales of automatic clothes dryers for April amounted to 42,850 units, 49 per cent below March, and 34 per cent below April a year ago. Electric dryer sales amounted to 27,767 units, down 51 per cent from March, and 44 per cent below April 1956. Gas dryer sales totaled 15,083 units, 45 per cent below March, but equal to April sales a year ago.

## Display demonstrates air conditioning

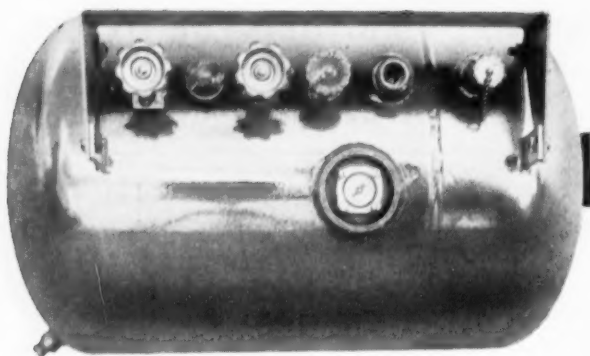
Nearly 15,000 visitors to the annual Poly Royal celebration of the California State Polytechnic College received a practical lesson in air conditioning from a unique three room display built by air conditioning students.

The Institute of Heating & Air Conditioning Industries reported that each of the three rooms, constructed within the engineering building, was controlled at a 76° dry-bulb temperature but each was fixed to furnish a completely different body comfort reaction.

The first dramatized heat transfer by convection by having a blast of cold air from the diffuser send chills down the visitors' spines while the thermostat maintained a comfortable reading.

The second illustrated the effects of radiation by having visitors almost perspire from the heat before a panel of photoflood lights, also with the room thermostat at 76. As

## Superior Motor Fuel Tanks meet every power conversion need!



**Built for service, dependability.** Motor Fuel or Tractor Conversion, SUPERIOR tanks are engineered to meet any consumer requirement. In SUPERIOR's modern plant, two-deep-drawn shells are transformed into a fully-fitted, single-welded, tested, finished product—quality controlled and thoroughly tested to insure maximum service and dependability. SUPERIOR offers 21 standard motor fuel tanks ranging from 12 to 107 gallons water capacity. Custom tanks are built to specifications—tractor tanks designed and fitted with necessary mounting brackets for individual installation. Welded or strap style mounting brackets available for motor fuel tanks. Sell service with SUPERIOR. Call or write today for details!



### SEVEN MOST POPULAR SIZES:

12½" I.D. x 40"	18" I.D. x 42"
14½" I.D. x 43"	20" I.D. x 42"
16" I.D. x 40"	22" I.D. x 32"
24" I.D. x 45"	

**SUPERIOR**  
TANK CORPORATION



Tel. (Clarkston) 3-7151, 4846 Lawrenceville Hwy., Tucker, Ga.





# ...more quality proved POWELL VALVES

Powell "LPG" Valves (for handling liquified petroleum gas) are listed by Underwriters' Laboratories, Inc.



Fig. 8375 — Bronze "LPG" Gate Valve for 400 Pounds W.O.G.

Fig. 86191 — Steel "LPG" Angle Valve for 400 W.O.G.



Fig. 86190 — Steel "LPG" Globe Valve for 400 Pounds W.O.G.

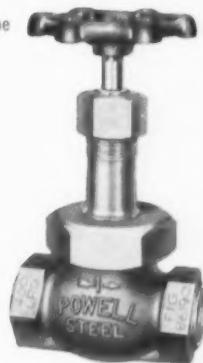


Fig. 8158 — Bronze Horizontal Lift Check Valve for 400 Pounds W.O.G.



## for quality-crafted flow control

Ask your Powell Valve Distributor for the facts about quality-proved bronze, iron, steel and corrosion-resistant valves. Whatever your flow control problem, there's a Powell Valve to solve it.

THE WM. POWELL COMPANY, CINCINNATI 22, OHIO . . . 111th YEAR

an added touch, the students rigged up an ice-coated condenser in another part of the wall to demonstrate loss of body heat.

The third room illustrated proper air conditioning, a balanced all-around system which exposed the occupant to neither convection nor radiation and made him comfortable in any part of the room.

Cal Poly is the only college in the United States which awards an engineering degree in air conditioning.

## Tuloma establishes offices in Virginia and Utah

The establishment of new district offices, in Williamsburg, Va., and Salt Lake City, Utah, and the promotion of Walter E. Scott to sales supervisor has been announced by Tuloma Gas Products Co. The announcement was made by W. R. Thorne, manager of sales.

R. P. Erickson is district sales representative at Williamsburg and A. N. Fusie is the company's representative at Salt Lake City. The two men were recently transferred



W. E. Scott

from Tuloma's general offices in Tulsa.

The company announced also the transfer of I. V. Jolly, sales representative, from Tulsa to its Houston district office.

Tuloma is now marketing L. P. gas from 39 plants and refineries located throughout the nation.

## Fuelane reelects officers and board of directors

Charles M. Francisco was re-elected president of Fuelane Corp. at the company's quarterly meeting of the board of directors recently. Reelected were the following officers: Roy R. Johnson, vice president; A. Burton Prettyman, vice president marketing; and Leonard T. Osterhoudt, secretary-treasurer.

At the company's annual stockholders' meeting John Sculley Jr., Jackson, Nash, Brophy, Barringer and Brooks, New York City law firm, was elected to the board of directors. Besides the officers A. Raymond Atkins, and Clyde A. Street were reelected to the board.

## AHLMA elects four honorary members

Four new honorary members have been elected to membership in the American Home Laundry Manufacturers' Association, Guenther Baumgart, executive director, announces. They are John Wicht, C. G. Frantz, Ray H. Thompson and J. A. Kyle.

Mr. Wicht, past president of the association and recently retired vice president of Blackstone Corp., has been an association officer and

# TAYLOR-made

## to FIT the job!



Whether it's a fuel tank on a fork lift or a dragline . . . a domestic system or a 30,000 gallon bulk storage plant . . . There's a **VISIBLE Float Gauge, Taylor-Made to FIT the job!**

**VISIBLE Float Gauges** serve best in the **LPG and Anhydrous Ammonia Industries** because of the precise care that goes into their manufacture.

Yes, **VISIBLE** is your **Biggest Dollar Value!**



1213 S. AKARD, DALLAS

2545 SUMMER, MEMPHIS

MEEDER EQUIPMENT CO.  
1745 N. EASTERN, LOS ANGELES

ODELL GLASS & CO.  
1277 HARDEE ST.N.E., ATLANTA

# HIGHER PAYLOADS

# GREATER SAFETY

# LONGER LIFE

result from these **LMC** features:



LMC Gasoline Transport

Available in High Tensile Steel, Aluminum, or Stainless Steel

Because Lubbock Machine specializes in the manufacture of transport tanks, you'll find there's an LMC Unit that means **Low Mileage Cost** . . . whether you're hauling LP Gas, Gasoline, Natural Gas, Chemicals, or Anhydrous Ammonia.

**LUBBOCK MACHINE  
& SUPPLY COMPANY**

P.O. DRAWER 1589 PO 2-5261

LUBBOCK, TEXAS



#### NECKDOWN DESIGN

The neckdown or offset design of the LMC transport gives you a low center of gravity which results in better roadability and easier driving.

#### HEMISPHERE HEAD

With its hemisphere or rounded-off head, the LMC Transport Tank can be moved in closer to the cab, which permits more front end loading when desired.

#### VAPOR TIGHT

Because the LMC is vapor tight, there's no fumes, which means considerably less fire hazard. Also, because there is no evaporation or shrinkage, you have a more economical unit.

#### COMBINATION RELIEF VALVE

Illustrated at left is the LMC combination pressure and vacuum relief valve. This valve, designed by Lubbock Machine engineers, automatically protects your tank against excess pressures and vacuum under all conditions . . . it is an exclusive feature of LMC Transport Tanks.

**LMC units are  
LOW MOUNTED for**

**HIGH PAYLOADS**

committeeman for many years. Mr. Frantz was until very recently president of Apex Electrical Manufacturing Co. He is also a past president of the association and a chairman of the Government committee.

Ray H. Thompson recently retired as general traffic manager, The Maytag Co., and has since been elected Commerce Chairman for the State of Iowa. He is a past chairman of the association's traffic committee. J. A. Kyle recently retired from the Frigidaire division of General Motors Corp.

## Surface Combustion forms Canadian company

The charter of Surface Industrial Furnaces, Ltd. with offices at 38 Mattson Rd., Downsview, Toronto, Canada, is announced by Henry M. Heyn, vice president and general manager, Surface Combustion Corp., Toledo, Ohio.

The new Canadian company will engineer and build Surface Steel mill equipment, heat treat furnaces and glass lehrs in Canada.

Active management executives and vice presidents of the new com-

pany are Ian W. Smellie and John W. Kennedy, Downsview.

Other officers are H. M. Heyn, president; T. F. Loughy, vice president; and E. P. Heiles, secretary-treasurer, all executives of Surface Combustion Corp., Toledo.

## Union Carbide and three divisions change names

The name of Union Carbide & Carbon Corp. has been shortened to Union Carbide Corp., it is announced by Morse G. Dial, president. Stockholders approved this change at the annual meeting of the corporation.

The names of three divisions of Union Carbide have also been changed. Carbide & Carbon Chemicals Co. has become Union Carbide Chemicals Co.; Linde Air Products Co. is changing its name to Linde Co.; and Carbide & Carbon Realty Co. will be known as Union Carbide Realty Co.

## Williams holds overseas distributor meetings

The Williams division of Eureka Williams Corp. held a three day meeting in Paris recently for its distributors and licensees in 20 countries overseas.

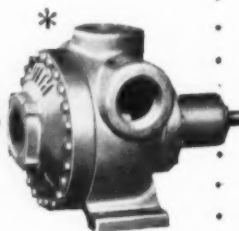
Company executives who flew to France to address the group, are H. J. Allemang, executive vice president; M. P. Langdoc, Williams export manager, and Vic Krouse, Williams service manager.

## NEWS NOTES

A new distributor in Mississippi for Rheemaire central air conditioning of Rheem Manufacturing Co. is Southern Pipe & Supply Co. Inc., it is announced by Meyer Davidson, president, and Sam Davidson, secretary-treasurer, of Southern Pipe. To handle the distribution of Rheemaire, a new department has been created with J. E. O'Flinn Jr. in charge.

The appointment of Biehl's Inc., Pottsville, Pa., distributor is announced by Magic Chef Inc. Biehl's will act as Magic Chef distributor in nineteen counties of Northeast Pennsylvania, a territory which has previously been serviced on a direct factory basis. The area will remain under the supervision of

**SMITH PUMPS**



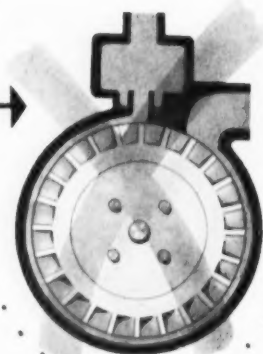
**DESIGNED JUST  
FOR LP-GAS**

To develop the differential pressures so often necessary for fast LP-Gas transfer, we use a special positive-displacement multiple straight-tooth gear principle.



That's why we don't use the centrifugal or turbine designs commonly used for water pumps. Their poor suction action promotes vapor lock and efficiency losses. They require higher impeller speeds which result in faster wear. They must have very close running clearances that make them wear sensitive to the

smallest particles of rust and scale in the liquid handled. Their basic design makes it impractical to get good delivery against high differential pressures, as pump slippage is excessive.



**SMITH**  
PRECISION PRODUCTS COMPANY

1135 MISSION STREET • SOUTH PASADENA, CALIFORNIA

Telephone RYan 1-2293 or RYan 1-2691

\* SIXTEEN BULK-PLANT AND TRUCK PUMP MODELS FOR ALL NORMAL LP-GAS SERVICE. SPECIAL PUMPS BUILT TO ORDER FOR UNUSUAL REQUIREMENTS.



# REPRINTS

from BUTANE-PROPANE  
News

... to help you sell—

to guide your staff—

These important articles from past issues of BUTANE-PROPANE News are available as reprints, while they last, at the prices indicated. Quantity discounts (same reprint) 10 to 49 copies, 20% ; 50 copies and up, 30%.

(Check should accompany order)

## Agricultural

Agricultural flaming (March, '56) 16 pages 25¢

Whirlwind in a feather factory (Nov., '55) 4 pages 10¢

Propane cuts cost of weed control on railway rights-of-way (March '56) 2 pages 10¢

## Industrial

Plumbers' furnaces provide hot market (April, '56) 6 pages 15¢

LPG helps surface Nebraska highway (April, '56) 1 page 10¢

## Power

America's leading industries use L.P. gas fork lift trucks (May, '57) 8 pages 20¢

Full report on Chicago's 1050 propane buses (July, '56) 8 pages 20¢

Douglas industrial trucks show quick saving of conversion costs (April, '56) 4 pages 10¢

Insurance for industrial trucks converted to LPG (June, '56) 2 pages 10¢

Leading paper company converts fork lifts (June, '56) 2 pages 10¢

LPG precools California crops (March, '56) 4 pages 10¢

Small bus fleet articles (San Antonio and Wichita) (Aug., & Sept., '56) 6 pages 15¢

His "Carburetion Fingers" pay off (March '56) 2 pages 10¢

## Heating

This fantastic infra-red heat (March '57) 8 pages 20¢

Selling LPG heating beyond the mains — the story of Cookgas (Nov., '55) 4 pages 10¢

Degree day counter saves the day (June, '56) 2 pages 10¢

We can have schools for less money, with gas heat (Dec., '55) 4 pages 10¢

## General

Trial by fire (March '57) 2 pages 10¢

And again in 1955—Gas is the safest fuel—NFPA fire loss report (Jan., '57) 4 pages 20¢

Look for new highs in LPG sales in '56 (Jan., '56) 4 pages 10¢

Is the insurance picture better? (May, '56) 6 pages 15¢

Certified installation promotes safety, good will (May, '56) 6 pages 15¢

**BUTANE-PROPANE News**

198 S. Alvarado St.

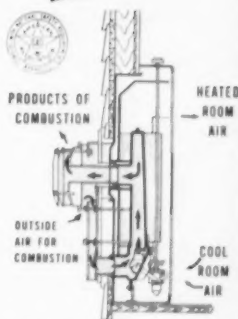
Los Angeles 57, Calif.



**PICK UP THAT  
HARD-TO-HEAT-ROOM PROFIT  
THE EASY WAY!**



Heat without hazard! Saf-Aire burns gas in a ceramic lined chamber completely sealed from the room air being heated



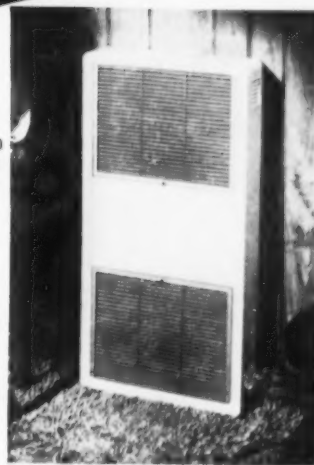
**"SAFETY-SEALED"**

Heats one room  
or an entire house

There's nothing like Saf-Aire for heating added rooms—hard-to-heat rooms—enclosed porches—garages—workshops—bathrooms—attic apartments—complete homes. Amazingly compact and styled to harmonize with any room decoration.



SEND FOR  
LITERATURE



**CLEANER, SAFER,  
EASIER TO INSTALL**

- Uses only outside air for combustion — no stuffy rooms
- Easily installed through any type wall
- No chimney required—combustion products are vented to the outside, can't enter the room
- No ducts or electricity needed
- "Zone Controlled" warmth for every room
- Costs less to install and maintain
- Burns all gases, including L.P.
- Ceramic lined heat exchanger for long life

**STEWART-WARNER**

HEATING AND AIR CONDITIONING DIVISION • Dept. AT-37, Lebanon, Indiana

*Need long-term financing?*

## F.A.C. Financing Solves Your Equipment Buying Problem

*If installment financing can solve your equipment buying problem, look to First Acceptance Corporation. F.A.C. offers a sound, businesslike solution, permitting immediate purchase of needed equipment.*

Ask your own equipment supplier for the details on F.A.C. term financing.



**FIRST ACCEPTANCE CORPORATION**

Northwestern Bank Bldg., Minneapolis 2, Minnesota, FEderal 9-7711

*Equipment financing specialists for the LPG Industry*

**Keep Up with L. P. gas  
Developments Each Month**

*by subscribing to*

198 SOUTH ALVARADO STREET, LOS ANGELES 57, CALIFORNIA

See Page 2 for Foreign Rates

☐ Check herewith    ☐ Bill me    ☐ 1 year \$2.00    ☐ 2 years \$3.00

Name ..... Title .....

Firm .....

Street .....

City ..... Zone ..... State .....

**BUTANE-PROPANE**  
*News*

F. A. Deininger, Atlantic division manager.

*The Bryant pup, a well-known advertising figure in the roaring 20's, is returning. The little boston terrier is the spotlight of a contest "Name the Bryant Pup." Grand prize will be a golden Cadillac, commemorating Bryant Manufacturing Co.'s golden anniversary year. There will also be 165 golden Bryant furnaces and water heaters for regional prize winners. The total jackpot of prizes is \$50,000.*

### **Propane-fueled steam cleaner**

Louisiana Industries wanted a fully mobile steam cleaning unit at its Kenner, La., garage on the outskirts of New Orleans. This unit was to provide more flexibility around the garage, and also to permit the cleaning apparatus to be taken out to semi-stationary equipment.

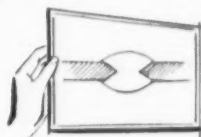
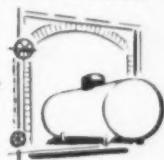
A platform of deckplating was welded to the projecting frame in front of the unit. Two collars of flatbar were tacked to the plate, and a pair of 30 gal. tanks set inside the collars. These tanks



are connected to the steaming unit's control valve through a standard domestic heater regulator.

In the garage a truck can now be assigned a spot for its preventive maintenance check. It then gets steam cleaned without moving, as well as checked over and lubricated. In a crowded garage this saves a great deal of time. It also makes it unnecessary to reserve a special day for cleaning.

For propane system service, every **ACF** tank is stress-relieved in huge ovens after fabrication... because forming and welding set up dangerous internal stresses. Stress-relieving eliminates all residual stresses... assures extra years of safe service. Hot-formed ellipsoidal heads are used exclusively... all seams are welded under x-ray control. Tanks are always bone dry. Steel-grit blasting before prime coat of paint assures lower maintenance costs... and all **ACF** Propane Systems are competitively priced, too. For above ground or underground installation, why settle for less? Insist on safe, stress-relieved **ACF** Propane Systems.



All **ACF** Propane Systems meet highest standards...constructed to ASME 1952 W-SR code...inspected by Hartford Steam Boiler and Insurance Company. All designed for 250 pounds working pressure and comply with all local and state regulations, including Ohio. Underwriters' laboratory seal of approval.

For full information, contact your nearest **ACF** Sales Office or write Dept. 7-B, American Car and Foundry Division, **ACF** Industries, Inc., 30 Church Street, New York 8, New York.

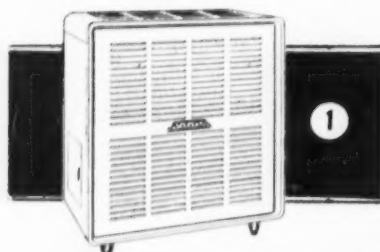
*Sales Offices:* New York—Chicago—St. Louis—Cleveland—Philadelphia—Washington, D.C.—San Francisco—Berwick, Pa.—Huntington, W. Va.

**acf**

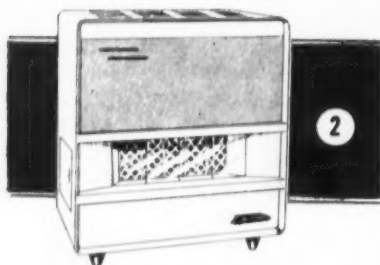
**PROPANE SYSTEMS • ICC-51 PORTABLE AMMONIA TANKS • SAFETY VALVES  
STORAGE TANKS FOR PROPANE, CHLORINE, REFRIGERANT GASES**

# NOW

AUTOMATIC  
*forced-air*  
**HEATING**  
all can afford



**NEW • VENTED**  
NATURAL • MANUFACTURED • MIXED • LP-GASES



## 100% GASTIGHT

- ★ LOW • COMPACT • MODERN
- ★ MAX. HEAT • MIN. FUEL
- ★ NO ODOR • NO SWEATING
- ★ 3-SPEED POWER BLOWER
- ★ AUTO COMFORT CONTROL

ROOM & APARTMENT

★  
**Lowboy**  
**CONTINENTAL**  
Gas Circulator

Write for Catalogs



**THE OHIO FOUNDRY & MANUFACTURING CO**  
"Quality Heating Equipment Since 1846"  
STEUBENVILLE, OHIO



## THE TRADE

### Jones is field sales mgr. for White Products Corp.

D. B. Jones has been appointed field sales manager for White Products Corp., according to an announcement by H. Willard Burroughs, vice president in charge of sales.

Mr. Jones was recently manager national accounts for Bendix radio division of Bendix Aviation Corp., and eastern sales manager of Bendix television division.



L. C. Felder  
Coroaire



D. B. Jones  
White Products

### Felder is vice president of sales for Coroaire Heater Corp.

The appointment of Larry C. Felder as vice president in charge of sales of the Coroaire Heater Corp., Cleveland, is announced by Arthur W. Conley, president.

Mr. Felder came from General Electric's textolite division where he was sales manager; prior to that was national sales manager, headquarters staff, General Electric Corp., Bridgeport, Conn.

### Coleman stockholders elect board members

Stockholders of the 57-year-old Coleman Co. recently elected W. F. Rockwell, Jr., president, Rockwell Manufacturing Co., Pittsburgh, to the board of directors. Re-elected to the board were W. C. Coleman, Sheldon Coleman, Clarence Coleman, C. L. Burrows, Charles R. Conn, Arthur B. Eisenhower, C. B. Kuhn, H. H. Minard, Jess L. Moore, Jr., Alwin B. Newton, Frank C. Smith, Boyd W. Tullis, L. A. Walcher and Walter J. Weldon.

Mr. Rockwell succeeds Hiram W. Strong, who joined the company

in 1905 and is currently serving in an engineering advisory capacity.

All officers of the board were re-elected. They are W. C. Coleman, chairman; Sheldon Coleman, president and general manager; Clarence Coleman, vice president; C. L. Burrows, U. S. sales vice president; Alwin B. Newton, vice president, design and research; C. B. Kuhn, treasurer; L. A. Walcher, secretary and controller; Paul W. Keesling, assistant treasurer, and James A. Dye, assistant secretary.

### Bell of Surface Combustion is a chairman of GAMA's division

Robin A. Bell, vice president of Surface Combustion Corp. and general manager of the corporation's Janitrol and Kathabar divisions in Columbus, has been elected chairman of the gas unit heater and duct furnace division of the Gas Appliance Manufacturers Association.

GAMA elections were held recently at the Association's 22nd annual meeting in White Sulphur Springs.

### Worthington elects Feldmann, Schwanhauser to new posts

Succeeding Edwin J. Schwanhauser, who becomes vice chairman, Walter H. Feldmann was recently elected president of Worthington Corp. Hobart C. Ramsey continues as chairman and chief executive officer.

Thirteen years ago Mr. Feldmann joined Worthington as president and general manager of Electric Machinery Manufacturing Co., which became a part of Worthington at that time. Six years later he was elected vice president in charge of sales and in 1955 became executive vice president. Last year he became a member of the board of directors.

Mr. Schwanhauser joined Worthington in 1915 in the engineering department of the Harrison, N. J., Works, and served successively as assistant works manager at Harrison and works manager at Buffalo, N. Y. Prior to becoming president, he was



elected vice president in 1939, vice president in charge of sales in 1945, and executive vice president in 1949. He has been a member of the board of directors since 1942.

#### Steinwedell retires from Gas Machinery after 55 years

W. E. Steinwedell, one of the founders of the Gas Machinery Co. in 1902, is retiring from active service after 55 years on the board.

He has been named honorary chairman of the board and remains a consultant to the company.



Don Gibson  
John Wood



W. E. Steinwedell  
Gas Machinery



Dr. C. J. Kentler  
New York



C. B. Goff Jr.  
Pittsburgh

#### Gibson is sales representative for John Wood Co. division

Don Gibson has been named district sales representative for John Wood Co., heater and tank division. He will be responsible for coordinating divisional sales and promotional activities in Cleveland, Ohio, area, according to W. Glenn Oslin, vice president and general manager of the division.

He had been located in the Chicago office since January of this year.

#### Greene promoted to vice president, sales, for Crane

The election of Joseph W. Greene as vice president of sales for Crane Co. is announced by Neele E. Stearns, president.

Mr. Greene moves up from his post as director of industrial sales and will head a realigned department organization which will coordinate industrial plumbing, and heating-air conditioning sales previously conducted on a divisional basis.

Charles W. Lovelace, manager of the company's valve and fitting department, has been named to succeed Mr. Greene as director of industrial sales.

#### Rockwell promotes Kentler, Goff to district sales managers

The appointments of Dr. Charles J. Kentler, Jr., as New York district sales manager and Charles B. Goff, Jr., as Pittsburgh district sales manager is announced by Lloyd A. Dixon, Jr., vice president of Rockwell Manufacturing Co.'s meter and valve division.

Dr. Kentler formerly was a sales engineer in Rockwell's New York office. The position Mr. Goff held previous to this appointment was assistant product manager for Rockwell Nordstrom valves with headquarters in Pittsburgh.

#### Langenberg appointed Rheem's national product manager

George A. Langenberg is national product manager in charge of wet heating for the home products division of Rheem Manufacturing Co., according to Andrew F. Cassidy, national manager of marketing for home products and Robert J. Pierson, sales manager of plumbing.

Mr. Langenberg will be in charge of developing the sales of gas steam and hot water heating boilers for the domestic and commercial markets.

#### Schwend promoted to new post at Warren Petroleum Corp.

In a statement by W. K. Warren, chairman of the board and chief executive officer of Warren Petroleum Corp., and James E. Allison, president, Fred S. Schwend, has been named vice president in charge of several of the corporation's service departments and certain of its affiliated companies.

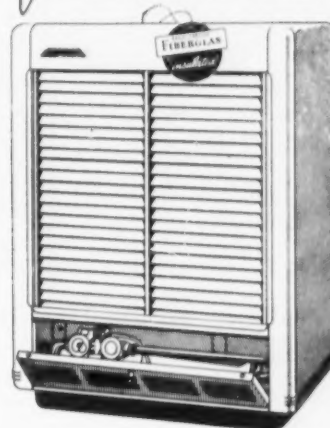
The administration of the personnel, purchasing, marketing research, tax department of Warren, and the Dri-Gas Co., the Harris Companies, and the Okan Pipeline Co. will be under Mr. Schwend's direction.



# LOOK!

COMPLETELY AUTOMATIC

*forced-air*  
**HEATING**  
HEATS • CIRCULATES • FILTERS • HUMIDIFIES



*The*  
**Riviera**  
WINTER AIR CONDITIONER  
FOR NATURAL • MANUFACTURED • MIXED • LP GASES

With Lifetime

**CAST IRON "FLAME BUFFER"**

HIGHEST Operating Efficiency & 100% Gas-tight. Super-capacity Fan delivers MORE HEAT farther, faster; Room or Apt. Insulated Cabinet means centralized LOW LEVEL output; constant Living Zone comfort. Burner & FLAME BUFFER cast iron for enduring service. Completely AUTOMATIC. Quiet, Safe, Odorless. Baked DECORATOR finish. 3 Sizes. GUARANTEED & Factory registry.

**PLUMB-EASE CHASSIS**

Halves installation time, simplifies servicing. Connect, test, regulate Chassis; then replace Cabinet.



**THE OHIO FOUNDRY & MANUFACTURING CO.**  
"Quality Heating Equipment Since 1846"

STUEBENVILLE, OHIO

## THE CLARK



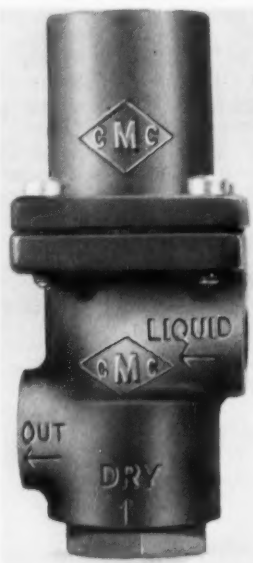
### Automatic Pressure Control Valve

**Controlled Motor Fuel Tank Pressure means:** Constant air-fuel ratio, LP-Gas tank pressure is in direct relation to its temperature. Air-fuel ratio is affected by temperature and pressure changes causing power loss, poor economy and unsatisfactory performance. Controlled tank pressure causes rapid evaporation which refrigerates the tank and does away with filling problems. For peak performance, increased horse-power, added economy and safety ALL FUTURE LP-GAS CONVERSIONS SHOULD BE EQUIPPED WITH THE CLARK PRESSURE CONTROL VALVE.

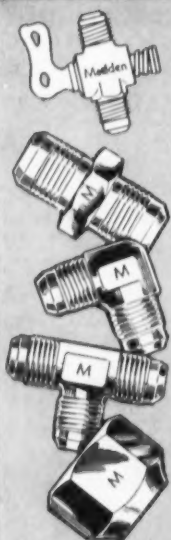
• For additional information write:

**Clark Manufacturing Co.**

2269 Orange Avenue, Long Beach 6, Calif.



## YOU CAN DEPEND ON MADDEN



**FOR TOP QUALITY FITTINGS and ACCESSORIES**

**LARGE STOCKS**

**QUICK DELIVERY**

**LOW PRICES**

Write for catalog and price list.



**MADDEN BRASS**

PRODUCTS COMPANY

AURORA 3, ILLINOIS, U.S.A.

EXPORT: Ad. Aurora 89 Broad St., New York, N. Y.

### HOW'S YOUR "KNOW-WHO"?

Here are the names of the numbered pictures on page 52.

1. E. Carl Sorby, George D. Roper Co.
2. F. R. Featherston, LPGA
3. Col. E. L. Mills, Bastian-Blessing Co.
4. Frank T. Carpenter, United Liquid Gas Corp.
5. J. Woodward Martin, Shamrock Oil & Gas Co.
6. Harry R. Thomas, Tuloma Gas Products Co.
7. Mark Anton, Suburban Propane Gas Co.
8. George R. Postlewait, Selwyn-Pacific Co.
9. Mrs. Gussie Spears, Bakern Liquid Gas Co.
10. Robert E. Maloney, Calor Gas Co.
11. Hal S. Phillips, General Gas Co.
12. Charles Corken, Corken's, Inc.
13. J. C. Chenevert, Central Louisiana Gas Co.
14. Talmadge Lovelady, Pure Gas Co.
15. George R. Benz, Phillips Petroleum Co.
16. Jack H. Mikula, Milwaukee Gas Light Co.
17. G. L. Brennan, Warren Petroleum Corp.
18. Charles O. Russell, Rapid Thermogas Co.
19. P. E. Gray, Sinclair Oil & Gas Co.
20. Wendell Montgomery, Beals Advertising Co.
21. R. J. Munzer, Petrolane Gas Service, Inc.
22. Louis Ruthenberg, Servel, Inc.
23. Kenneth H. Koach, Green's Fuel
24. Frank W. Truitt, Sr., Rural Bottled Gas & Appliance Co.

Mr. Schwend was assigned to Warren's L. P. gas division and was named manager of that division in January 1954, and assistant vice president in June of the same year. He was named vice president of the L. P. gas division on June 1, 1956, when G. L. Brennan was advanced to senior vice president of the division.

### William H. Haile is new president of Linde Co.

The new president of Linde Co., division of Union Carbide Corp., is William M. Haile, it is announced by Morse G. Dial, president of the corporation.

Mr. Haile joined Union Carbide in 1925 when he went with the Linde Co. in the New Orleans office. He progressed through the Linde sales organization, becoming manager of the eastern region in 1952 and vice president of the company in 1955.

### Four named to new posts at Warren Petroleum Corp.

G. L. Brennan, senior vice president of the L. P. Gas division at Warren Petroleum Corp., has announced four promotions in that division.

Following Fred S. Schwend as general manager will be Kenneth T. White, who was formerly sales manager.

Succeeding Mr. White as sales manager is John W. Lesch, who moves up from regional sales man-



F. S. Schwend  
Vice president



K. T. White  
General mgr.



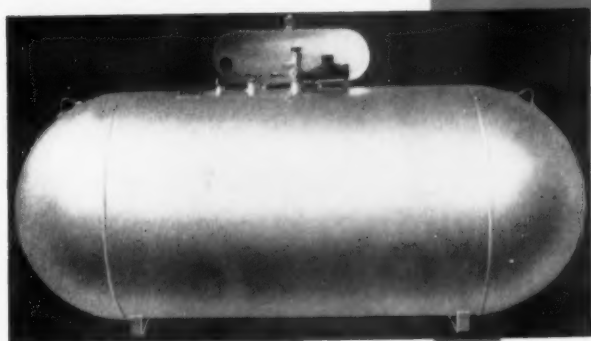
J. W. Lesch  
Sales mgr.



D. R. Roper  
Regional sales

*Quality construction guarantees  
long, dependable service!*

**Charlotte D-Hydrated  
BUTANE & PROPANE  
Systems**



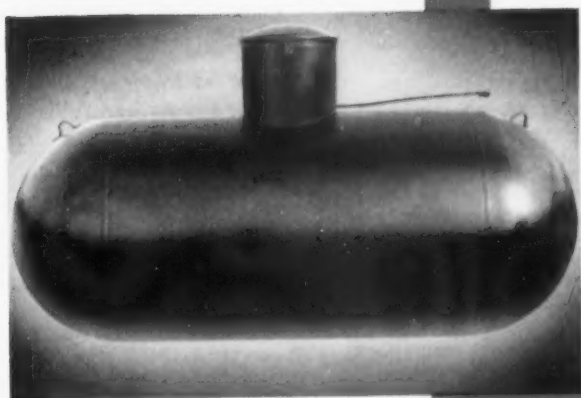
Charlotte's complete systems are quality-built for maximum service with minimum maintenance.

All systems have full Underwriters' approval and are constructed to the exacting specifications of the ASME Codes.

Close-fitting, easily-operated hinged metal hoods permit quick servicing and provide maximum protection for accessories.

Systems are delivered complete, ready for service. A wide range of sizes is available.

The quality construction of Charlotte D-Hydrated butane and propane systems is your guarantee of long, dependable service . . . and the Charlotte Tank Corporation is your assurance of a dependable source of supply.



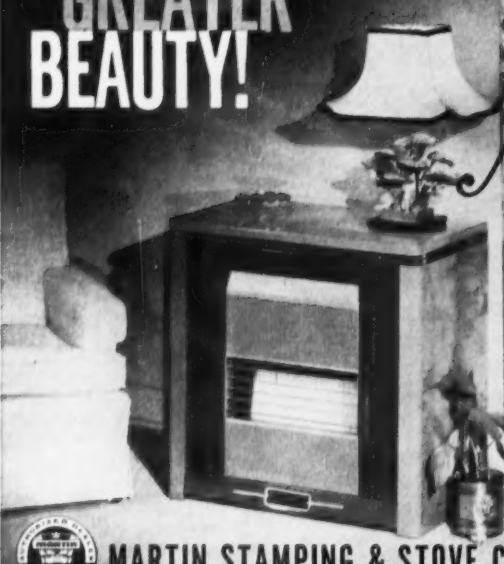
Write today for full details and prices.



**CHARLOTTE TANK CORPORATION**

P. O. BOX 8037, Charlotte 8, N. C.

**GREATER  
HEAT—  
GREATER  
BEAUTY!**



**MARTIN STAMPING & STOVE CO.**  
Huntsville, Alabama

**"Continental  
Console  
Styling"**

by

**Martin  
Gas  
Heaters**

V800

One of  
the many  
Heaters  
showing the  
new concept  
in Style.

Send for new  
complete catalog  
of vented and  
safety Heaters.

## WHITE RIVER Has Special Service For NEW DEALERS

Send your driver down to pick up your new White River Propane Truck Tank unit. We'll give him the first hand experience of a "check-out run" over our own retail gas route, thoroughly explain every feature, and show him, right on the job, how to operate it for maximum efficiency. Just another one of the PLUS services you get from WHITE RIVER. Write today for prices and specifications on the complete White River Line.

**Convenient Finance Terms  
On Both Tanks and Trucks**



THE WORLD'S FINEST PROPANE TRUCK TANKS

**W WHITE RIVER**

DISTRIBUTORS, Inc.  
TELEPHONE 570 BATESVILLE, ARK.

SEE OUR AD IN THE CLASSIFIED SECTION

ager for the company's Northwest marketing area.

After serving for some time as district sales manager at Omaha, Neb., D. R. Roper replaces Mr. Lesch.

C. P. W. Crowell Jr., previously district salesman in the New York office, is now in the Omaha office as district sales manager.

### Honeywell promotes five to new administrative posts

The promotion by Minneapolis-Honeywell Regulator Co. of five men to new administrative positions was announced recently.

James S. Locke, sales manager of the company's commercial division since 1946, has been named to the newly created position of manager of operations for the Minneapolis division.

Also, Ralph W. Chrysler will now be manager of sales and Fred C. Brandt manager of technical services in the commercial division. Jerome F. Cummiskey has been named assistant manager of sales.

Mr. Chrysler, with Honeywell since 1933, previously was manager

of the technical section of the commercial division.

Mr. Brandt has been manager of Honeywell's southwestern sales region, with headquarters in Dallas, since 1952. He has been with Honeywell since 1936.

Mr. Cummiskey joined Honeywell in 1937 and has been manager of commercial market sales since 1955.

At Dallas, Mr. Brandt will be succeeded by Robert L. Mallory as manager of the southwestern sales region. Mr. Mallory previously was regional industrial sales manager in Dallas.



F. C. Brandt  
Technical mgr.



R. W. Chrysler  
Sales manager



Arthur Tullis  
J. B. Beard



J. F. Cummiskey  
Asst. sales mgr.

### Manager of Midwest division for Beard is Arthur Tullis

Arthur Tullis, personnel director of the J. B. Beard Co. Inc., has been promoted to Midwest division manager and will make his headquarters in Clinton, Iowa, according to J. Pat Beard, president.

Under construction since last summer, The Beard Midwest plant has been scheduled for initial production of L. P. gas systems in early summer. This is the third manufacturing facility of the Beard Co.

All production facilities will be under the supervision of plant superintendent Joe LaBarbera, who has been plant superintendent in the tank and structural department at the Shreveport plant.

All sales activity of the Midwest division will be directed by Art Brown, Midwest district sales manager.



**White Products promotes  
Vander Weele to sales manager**

Gordon J. Vander Weele has been appointed general sales manager at White Products Corp., it is announced by Willard Burroughs, vice president in charge of sales.

Mr. Vander Weele was formerly sales manager of the White water heater division of the company. Before this, he was assistant sales manager for six years.

**William M. Combs named  
vice president Wolworth Co.**

Appointment of William M. Combs as vice president of the Gulf division of the Wolworth Co. is announced by Fred W. Belz, president.

Since 1926, Mr. Combs has served Wolworth as a field representative in engineering sales and later served as manager of the Oklahoma division, Gulf division, and as Central division manager.

**Crouse-Hinds names Fraser to  
its board of directors**

A. D. R. Fraser, president of Rome Cable Corp., Rome, N. Y., was elected a director of the Crouse-Hinds Co. recently.

In announcing Mr. Fraser's election, J. R. Tuttle, president and chairman of the Crouse-Hinds board, states that Mr. Fraser is the first director in the company's 60 year history who was not connected with the operating management, or its financial and legal counsels.

**Cox elected vice president of  
Iron Fireman Manufacturing Co.**

Following the death of the company's president Wayne F. Strong on March 28, Lewis J. Cox has been elected first vice president and chief executive officer of the Iron Fireman Manufacturing Co.

For 28 years, Mr. Cox has been a member of the Iron Fireman organization.

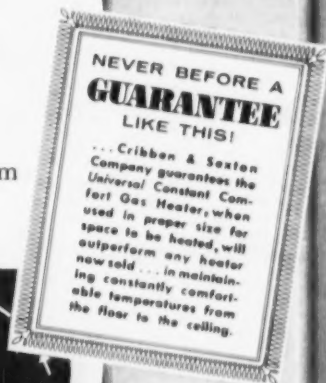
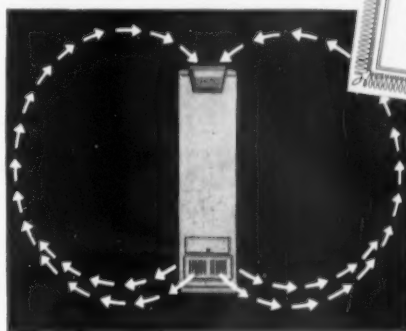
**Carrier Corp. promotes  
George Lilygren, Charles Fenn**

George Lilygren, vice president and general manager of the machinery and systems division, Carrier Corp., will be in charge of the newly formed corporate develop-

# The sale is built in *Universal*

## Constant Comfort GAS HEATERS

- Revolutionary new heating principle!
- Guaranteed to outperform any other heater!



**This is it:**

pre-heated ceiling air is drawn in through the top by fan action, filtered, forced downward through the heater, and delivered through floor-level vents to rise again and flood the entire room with even, thermostatically controlled heat.



**New convenience!**  
Simplified, eye-level controls, up out of the children's reach.



**New safety!**  
Fiberglass insulated cabinet stays cool, and is safe to touch.



**New freshness!**  
Heats and delivers only freshly filtered air—clean, healthful.



**New comfort!**  
Front vent and 2 adjustable side vents spread heat evenly.



**New space-saving!**  
Fits in far less space than conventional type "space heaters."



**New utility!**  
Also operates as an air circulator during hot summer weather.

**3 Models Provide Just the Right Amount of Heat for Varying Needs**

**A Product of CRIBBEN & SEXTON COMPANY**

*Makers of Famous Universal Gas Appliances*

700 North Sacramento Boulevard, Chicago 12, Illinois

**CALL YOUR DISTRIBUTOR**

# INDUSTRIAL GAS EQUIPMENT

BURNERS & FURNACES (Heat Treating, Melting, Soldering)

**NO BLOWER OR OTHER POWER NEEDED**  
... just connect to gas supply!

Outstanding service since 1911! Each unit, with the famous "BUZZER" Venturi, delivers the hottest, quickest heat attainable without a blower. Full range control of heat and turn-down. Standards or specials available for manufactured, natural or liquefied gas applications.

**BENCH TYPE OVEN FURNACES** for heat treating and pre-heating — temperatures to 2000° F.

**PIPE BURNERS** for even heat distribution in any capacity.

**NOZZLE BURNERS** for all capacities up to 1 1/4 million BTU's.

**RING BURNERS** for all capacities up to 500,000 BTU's.

WRITE FOR NEW "BUZZER" CATALOG

## CHARLES A. HONES, INC.

133 S. Grand Avenue, Baldwin, L. I., New York • BALDWIN 3-1110

ment division, according to Cloud Wampler, chairman of the board. Succeeding Mr. Lilygren as general manager will be Charles V. Fenn, vice president and assistant general manager of the machinery and systems division.

### General Controls promotes Stillinger to asst. sales mgr.

The appointment of Morris P. Stillinger as assistant sales manager of the appliance controls division of General Controls has been announced by J. F. Ray, vice president in charge of sales.

Mr. Stillinger will assist Stanford Andrews, divisional sales manager, in the sales of General's line of automatic controls for ranges, water heaters, and other appliances. He formerly served as sales engineer with the General Controls Los Angeles branch office. Prior associations included Robertshaw-Fulton, Weatherhead Corp., and Southern California Gas Co.



M. P. Stillinger  
General Controls



E. S. Aucoin  
Delta Tank

### Edward S. Aucoin is purchasing agent for Delta

Joe E. Kenter, executive vice president and general manager of Delta Tank Manufacturing Co., Inc., has announced the promotion of Edward S. Aucoin to the post of purchasing agent.

Since joining Delta in 1955, Mr. Aucoin has served as buyer, expeditor, and assistant purchasing agent.

### Persson promoted to district sales manager for A. O. Smith

The A. O. Smith Corp. has recently named A. C. Persson North Central district sales manager of pressure vessels and heat exchangers.

Formerly a sales engineer for the company's process equipment division, Mr. Persson will continue to operate from Chicago.

*for leakproof,  
pressure-tight  
connections*

use  
**TiteSeal**<sup>®</sup>

**SEALING COMPOUNDS**

Heat and vibration-proof, non-solvent, will not shrink, crack or crumble. Makes all assemblies leak-proof and pressure-tight. Prevents rust, corrosion, joint seizure.

**7 BASIC BLENDS**

**LIQUID WRENCH**<sup>®</sup>  
The super-penetrating rust solvent

**LOOSENS**  
rusted bolts, nuts, screws, 'frozen' parts

Liquid Wrench works fast...yet is absolutely safe for all metals and alloys.

**At Industrial, Automotive, Hardware, Plumbing Jobbers**

**RADIATOR SPECIALTY CO.**  
Charlotte, North Carolina

## Paracoil

### LP-GAS VAPORIZERS

Specified by Consulting Engineers throughout industry. Units are applicable to ammonia vaporization as well.

Write for Bulletin 130

**DAVIS** Makes It — Better!

### ENGINEERING CORPORATION

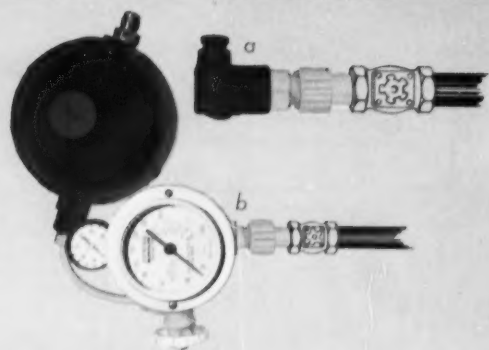
30 Rockefeller Plaza, New York 20, N. Y.  
Circle 6-5650

1064 East Grand St., Elizabeth 4, N. J.  
Elizabeth 2-6780

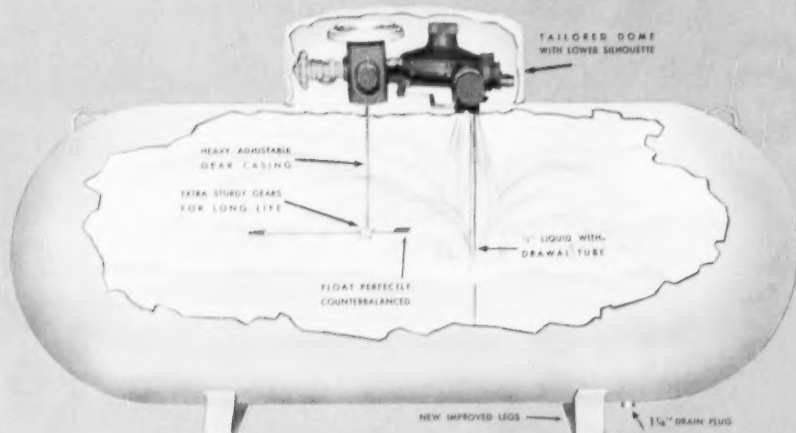


*please turn page...*

# TRINITY'S NEW TRICON SPLASH FILL...



Notice the convenient horizontal positioning of the separate Double Back Check Tricon Filler Valve (a) and the vapor valve (b). It's easy to couple either hose (or both) thanks to parallel arrangement... no bending or kinking of hose, either! The famous large Eveready Gallonage Gauge (even a child can read it) and the pressure gauge are easily read from the working side.



Exclusive! Restriction-Free, Vapor Phase Cushioning, plus the Liquid gas falling free to surface of liquid in the tank with a splash, creates waves. The temperature is lowered... pressure is reduced... speedier filling is the result, with or without a vapor return hose. The lower tank silhouette makes this system even more desirable.



Here is the Rego<sup>®</sup> "Chek-Lok" safety liquid evacuation valve with built-in excess flow, locked and plugged. Even though the tank is full, gas may be withdrawn without loss for varied purposes, with complete safety and ease — ready in minutes!

## YOURS AT NO EXTRA COST!

Announced and publicized in January 1957, this amazing new system is now ready for immediate delivery. Extensive controlled field tests prove the definite superiority of the Eveready Tricon unit over all competition.

To maximum legal filling level, Certified Field Flow Charts\* prove 57.8 gpm average filling rate without vapor return hose... and 66 gpm average filling rate with vapor return hose. Pump by-pass pressure was not approached in either case. In fact, the pump was loading! Fantastic? Yes, but true! Now, through the new Tricon System, the full efficiency of your bulk trucks can be expected.

\*Flow Charts Available on Request

**TRINITY STEEL CO., INC.**

4001 IRVING BLVD. • DALLAS, TEXAS • FL 7-3961

Latin American Division: Tanques de Acero Trinity S. A.

Calle Poniente 150, #734, Mexico 16, D. F. Plant and Sales Office.





### Mueller promotes Gannon to field sales manager

The appointment of Dan R. Gannon as field sales manager for Mueller Co. is announced by W. H. Hipsher, executive vice president. Handling the field sales activities nationally will be Mr. Gannon's new assignment.

From 1929 to 1939, he was sales representative for Mueller, then he joined Rockwell Manufacturing Co. Mr. Gannon returned to Mueller in 1953 and since then has served as Southwest sales manager and Western sales manager.



T. D. O'Hearn  
Motor Wheel



D. R. Gannon  
Mueller Co.

### O'Hearn joins Motor Wheel as assistant ad manager

The appointment of Theodore D. O'Hearn as assistant advertising manager is announced by Karl Egeler, vice president and director of advertising for Motor Wheel Corp.

Mr. O'Hearn joins Motor Wheel following six years with General Motors where he served in various advertising, sales promotion, and public relations capacities.

### Ruud names Madden Penna. district representative

The Ruud Manufacturing Co. has appointed Richard T. Madden western Pennsylvania district representative.

His headquarters will be in Pittsburgh, reporting to Harry S. Leech, Ruud tri-state zone manager. Mr. Madden was previously with the C. R. Rogers Corp., Pittsburgh appliance wholesaler.

### Eureka Williams Corp. names Olsen advertising manager

J. M. Gleason, sales manager, has announced the appointment of Walter C. Olsen as advertising manager for the Williams division of Eureka Williams Corp.

Planning and administering the

Your One Supplier with everything in L. P. gas and Anhydrous Ammonia Equipment



The Loadmaster" LPG Truck Tank

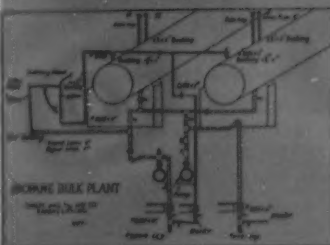
### "Pastels By Pasley"

COLOR—The Modern Trend! Bring your LPG Equipment up to date. Available in the following colors . . . (write for information)

BLUSH PEACH  
SUNSHINE YELLOW  
MUSTARD LIME  
EUREKA ORCHID  
LAKE BLUE

SMOKY GREY  
SEAFOAM BLUE  
WEDGEWOOD GREEN  
ROSE BEIGE  
DESERT ROSE

PASLEY-DESIGNED Truck Tanks (see above and right) were first to feature all controls from one location. All operation is from one point—rear compartment.



BULK PLANTS Pasley LPG and Ammonia type installations—a turnkey job or engineering for your own installation. Write, wire or call.

Also a complete line of accessory equipment.

Everything in LPG and ANHYDROUS AMMONIA

## The Pasley Mfg. & Dist. Co.

**HOLD ...  
Old Customers  
ADD New Ones!**



**THE MODERN FUEL**  
Wherever you are

with **"HomeMaker Hints"**

Yes, you PROFIT by the regular, friendly contact that "HomeMaker Hints" makes for you. Colorful but low cost, "HomeMaker Hints" contains tested recipes . . . household helps . . . bits of humor . . . PLUS selling messages about your gas and gas appliances! Used by over 200 aggressive Gas Companies!

Complete New Issue  
Every 30 days!

Imprints with your  
name, address, phone

Builds Goodwill,  
Makes SALES!

**ASK For SAMPLES and PRICE SCHEDULE!**

Your Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Clip out and

Mail Today, to . .

**Beals**

advertising company  
1503 N.E. 23rd STREET  
OKLAHOMA CITY, OKLA.

**RECTORSEAL  
NO. 2**



**THIN  
IN CAN . . .  
THICK  
IN JOINT  
for maximum  
sealing efficiency**

There's no seal like RECTORSEAL. It is especially compounded to be thin and smooth in the can for complete use of every drop and greater ease in application. It thickens in the joint to a plastic elasticity that means maximum sealing efficiency against L-P gas leaks . . . yet always easy to break out.

In addition to positive leak prevention, Rectorseal No. 2 is cleaner to use . . . it is more economical because there's no waste . . . doesn't settle out. See for yourself how Rectorseal's plastic elasticity gives threaded connections the best protection money can buy. Brush-top cans sealed with cellulose tape to assure Rectorseal's factory freshness.

Write for your **FREE SAMPLE** today  
giving name of your jobber.

**RECTORSEAL, DEPT. A**  
2215 Commerce St., Houston 2, Texas

**RECTORSEAL # 2**

**MAKING THE GAS INDUSTRY SAFER**

**ARMSTRONG  
GAS HEATER**



**Brand New Vented Circulator**

A real beauty that looks well in any room. Ultra-modern appearance added to tested performance makes this a must for dealers. Finished in durable baked-on tan enamel. The attractive expanded metal front assures rapid distribution of heat. Can be installed close to wall. Has optional horizontal and vertical vent openings with internal draft diverter. Available with manual or 100% safety pilot and automatic temperature controls.

MODEL 9120 is AGA Approved for use with any gas. 17½" high, 15" wide, 11" deep. 12,000 B.T.U.



Write for Literature and Prices  
on 60 Armstrong models and sizes

**Armstrong Products Corp.**

Dept. BP, Huntington 12, W. Va.

Williams advertising and sales promotion program will be handled by Mr. Olsen. Previous to this he was with A. O. Smith and Admiral Corp.

**Counts fills post vacated  
by Gallagher at Sinclair Oil**

E. H. Counts, superintendent of operations in the gas and gas products department of Sinclair Oil & Gas Co., Tulsa, has been promoted to staff general superintendent of the department, L. G. Rheinberger, vice president, has announced.

Mr. Counts fills the post vacated by the recent death of J. L. Gallagher.

**Borg-Warner's Washington office  
headed by George P. F. Smith**

George P. F. Smith, vice president and eastern representative of Borg-Warner, with offices in New York for the last two years, will also operate the corporation's Washington office.

He succeeds Karl J. Ammerman, who is to retire as manager of the Washington office but will continue there temporarily on a consultative basis.

**RCA Whirlpool appoints three  
new district managers**

Appointments of William P. Mackle, Donald W. McAlpine and Mark Stites to new positions as district managers for RCA Whirlpool air conditioners are announced by J. B. Ogden, general manager, air conditioning division, Whirlpool Corp.

Also announced were promotions of Herbert C. Klapp, T. W. Cobbledick, and John M. Keller to new positions as regional air conditioning specialists.

**Robert Short**

Robert Short, 54, Franklin Ky., died of a heart seizure in his room at the Conrad Hilton Hotel.

Mr. Short, head of Red Devil Butane Gas Co., and his wife, Ruby, were attending the Liquefied Petroleum Gas Association convention at the time of his death.

He was a former president of the Kentucky LPGA and was a member of the organization's national board of directors.

In addition to his wife, he is survived by a daughter, Mrs. Bill Johnson, Franklin.



## Butane, Propane

# POWER

CARBURETION • INSTALLATION  
• SERVICING

POWER SECTION

## Frost protection problems

### solved by propane

VISITORS to California have often wondered about the purpose of the queer looking windmills, frequently with two heads, that stand like lighthouses in some of the citrus groves.

These are not windmills, they are wind machines. Instead of being operated by wind, they make wind, the purpose of which is to drive the cold air off the ground and replace it with warmer air. This is one of the leading methods of frost protection in the citrus groves. Keeping these frost protection engines ready for a cold but certain start when needed is a major problem. And if an engine fails to start, the crop of several acres may be a complete loss.

For more than 25 years owners had been nursing gasoline engines on these frost protection machines. Since they often stand from eight to ten months without being used, the gasoline generally evaporates out of the fuel system, leaving the acceleration pump leather in the carburetor and the diaphragm in the pump dry and subject to atmospheric deterioration.

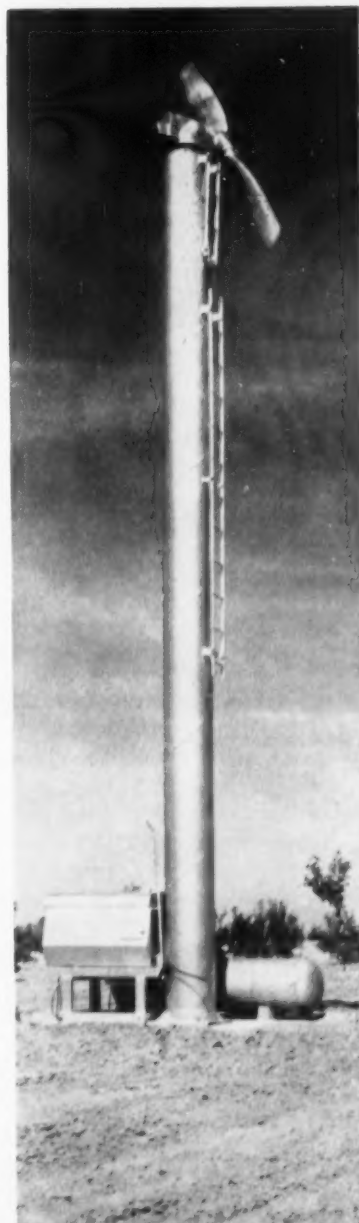
To be sure that gasoline would not go "sour" and produce gums

and varnish in the engines it had been necessary to drain the tanks at the end of the cold season, refilling when the danger of frost returned. They hoped that they could guess right on those dates. And all through the winter it had been necessary to make frequent trial starts so they could know that no carburetor trouble had developed due to evaporation or oxidation of gasoline during the months that the fuel stood unused in the tanks.

With the high daytime temperatures in the desert citrus areas this problem was particularly acute, as the rate of oxidation and gum formation doubles with each 17 degrees increase of temperature. This is a trouble that is inherent in synthetically produced gasoline components. It can be offset for normal storage periods by the use of "inhibitors," but prolonged storage brings in problems that these additives do not always offset.

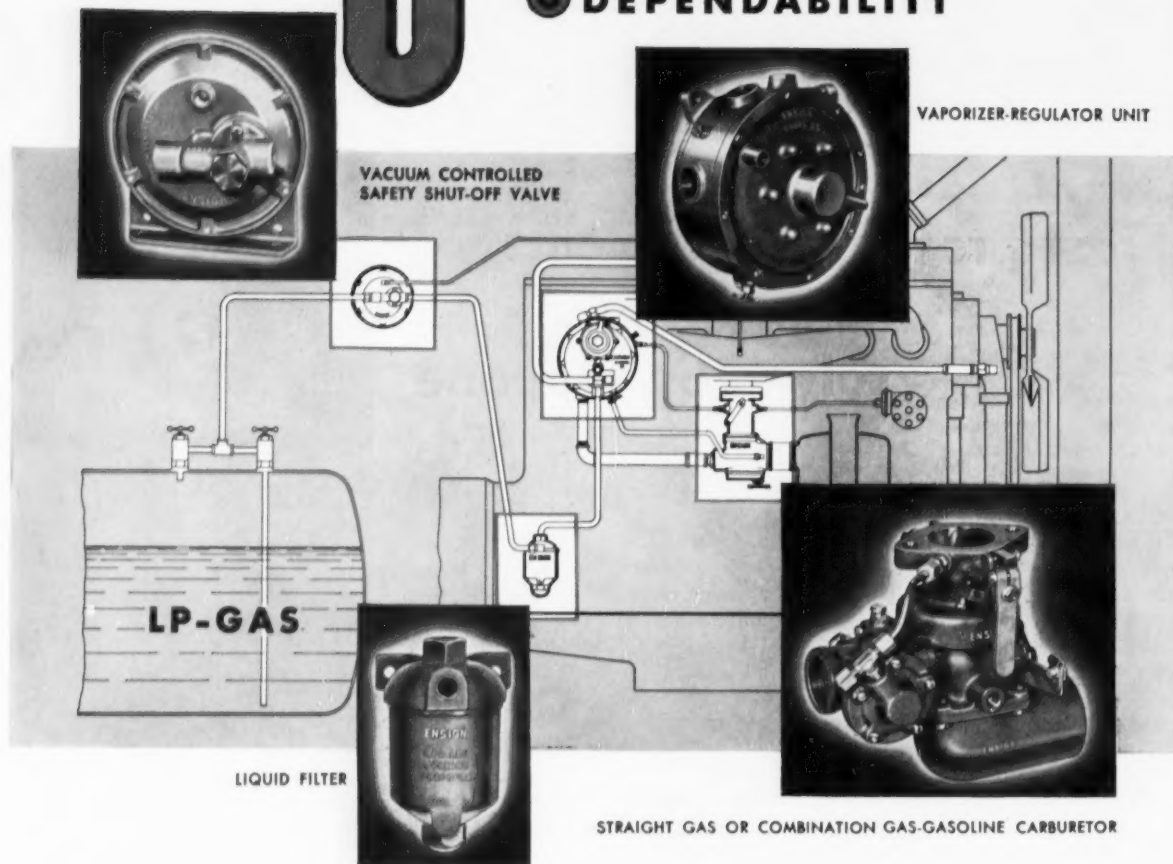
Last fall the Ventura Coastal Lemon Co., of Ventura, Calif., and

One of the 42 wind machines operated on LPG by Yuma-Mesa Lemon Growers at Yuma, Calif.



# You're ahead **3** ways with **ENSIGN** LP-GAS CARBURETION

- ① POWER-
- ② ECONOMY
- ③ DEPENDABILITY



It is a carefully calculated result—Ensign's superior starting without flooding, stable idling and unfaltering acceleration to full power. It is no accident either that Ensign offers best fuel economy in year 'round operation. Each and every design feature is proved in both laboratory and field for years before the product reaches the market.

Customer satisfaction with LP-Gas as an engine fuel depends largely upon the carburetion. Your best bet is to insist on Ensign. It costs no more. Then, too, with Ensign you enjoy the real meaning of **DEPENDABILITY**. Send for Ensign's new colored brochure No. 108. It's packed full of carburetion "know-how"—the result of over 45 years' experience.

**ENSIGN OFFERS MOST COMPLETE LINE OF LP-GAS AND NATURAL GAS CARBURETION FOR ENGINES FROM 1 TO 1000 H.P.**

## **ENSIGN** CARBURETOR COMPANY

Branch Factory  
2330 West 58th Street  
Chicago 36, Illinois

1551 EAST ORANGETHORPE AVENUE  
P. O. BOX 415  
FULLERTON, CALIFORNIA

**DEALERS AND DISTRIBUTORS IN ALL PRINCIPAL CITIES**

"Pioneers in Efficient  
Carburetion"  
Established 1911







Half of the 42 converted wind machines on the Yuma-Mesa Lemon Growers property. Each machine safeguards several acres. LPG safeguards their operation.

the American Liquid Gas Corp. decided to find out if L. P. gas would be a satisfactory solution of this problem. Butane and propane do not oxidize during storage, because there is no oxygen present in the pressure tanks in which it is stored. They contain only liquid and vapor fuel. Algas carburetors were installed on the trial engines, and 1000 gal. storage tanks were placed on the ground beside each of the tall towers on which the engines are mounted in pairs. The heads of these towers rotate nine times per minute to move the air in every direction. The problem of getting the fuel to the engines was solved by the use of a high pressure swing joint at the axis of the rotating head.

Results were so good that several other citrus growers in various parts of California and Arizona changed their frost protection engines to L. P. gas. Included were University of California at Riverside, Utt Development Co., Oxnard, Calif., and orchards at Porterville and Lindsay, Calif.

From Yuma, Ariz., comes the report of one of the most recent and to date the largest of these installations. The National Frost Protection Co. has installed 42 wind machines for the Yuma-Mesa Lemon Growers. The engines are

heavy duty Ford V-8 industrial engines, Model D-332 (332 cu in. displacement), equipped with Algas carburetion units during manufacture of the wind machines. Engines are located on the ground, driving the propellers through a train of gears. These are single engines, operating from 150 gal. tanks located beside the towers.

The wind machines are manufactured in both single and dual units,

with engines mounted on top of the tower or on the ground, depending on the requirements of the operation or the owner's preference. Some owners prefer the top mounting because fewer drive parts are required, maintenance of drive gears is eliminated, the engine is up in the air out of reach of wind-driven dust and sand. It is also less accessible for theft of parts. Other owners feel that it is more convenient from the maintenance standpoint to locate the engines at the base of the tower. In either case, controls are designed to operate from the ground.

Generally the wind machines are designed and spaced so they provide a minimum of six to eight hp per acre. Variations are made to accommodate for differences in minimum temperature and peak wind conditions during cold spells.

Owners report that fuel costs are approximately half as much as with gasoline, and oil consumption is also cut in half. Operating only a few nights during the year, wear is not a problem. With the low rate of wear characteristic with L. P. gas, it is not anticipated that these engines will ever wear out, and they should operate for many years without major mechanical work. Reports to date indicate that the saving in mechanical maintenance costs will generally pay for the LPG carburetion installation in from one to two years. ■



One of several wind machines used for frost protection by Ventura Coastal Lemon Co., Ventura, Calif. Eighteen more machines on the same acreage are being converted to L. P. gas operation.



Martin Concrete Products made its own ready-mix conversions, but buys all of its LPG from Green's Fuel whose tanks are shown on the left.

## How Green's Fuel develops the ready-mix concrete market

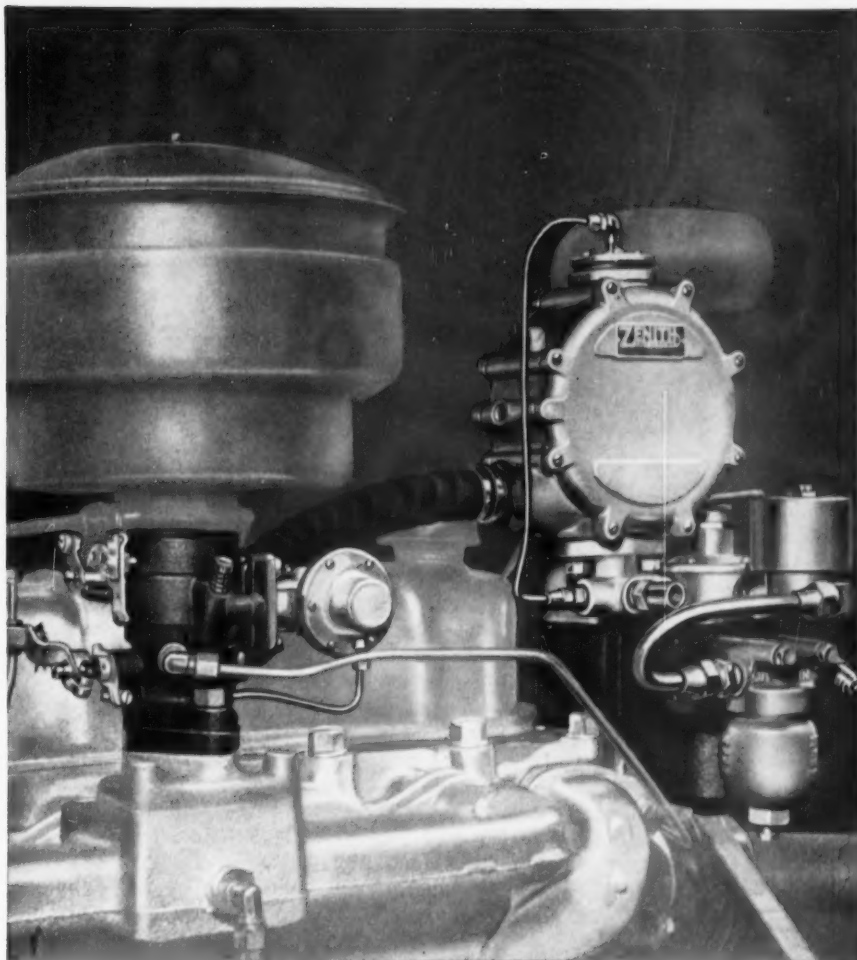
By HARRY J. MILLER

**"O**NE of the most lucrative and desirable fields for the expansion of the L. P. gas market may be found in the dealers of concrete products." So says J. Walton Taylor, manager of the headquarters branch of Green's Fuel Co. at Sarasota, Fla. Green's Fuel should know. They have been promoting LPG carburetion in the Florida area for the past several years, and have developed their own effective methods for getting the business.

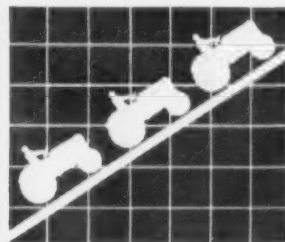
They like the concrete products field in particular because the operating conditions of these companies are such that the change to



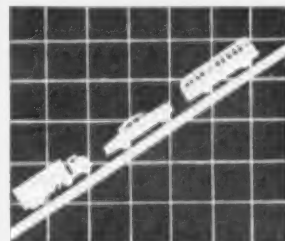
A part of the fleet of 22 converted ready-mix trucks operated by the Aquatite Tile Co., Brandon, Fla. Green's Fuel sold the conversions.



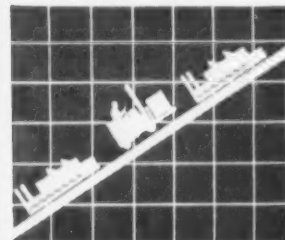
**GIANT MARKETS  
GROWING LARGER  
EVERY DAY**



**FARM TRACTORS & EQUIPMENT**



**TRUCKS, TAXIS, BUSES & CARS**



**WIDESPREAD INDUSTRIAL USE**

## **SELL THE LARGEST L. P. GAS MARKET WITH ZENITH, THE WORLD'S FINEST L. P. GAS SYSTEM**

Any way you look at it, L. P. gas carburetion can be one of your biggest sources of income.

First of all, there's a profit for you every time you sell a Zenith L. P. Gas Carburetion unit—and the sales potential here actually runs into millions of units.

Second—farm tractors, trucks, taxis, and industrial users are big-volume, year-round users of L. P. gas. Every Zenith installation means a real boost in fuel sales.

Last, but far from least, Zenith has a nation-wide organization of factory-trained distributors who are ready and willing to work with you if installation or service of Zenith L. P. Gas Carburetion systems present any problem.

Here, indeed, is an opportunity for alert L. P. gas dealers and distributors to go after the biggest sales potential in the

field with a line of L. P. gas systems second to none—backed by a nation-wide service organization equipped to help you with every type of technical or mechanical problem from original installation to complete service follow-up.

If you are interested in big-volume business, write our L. P. carburetion sales department today for complete detailed information.



*has more experience in more fields  
with more engine types than any other carburetor  
manufacturer.*

**Zenith Carburetor Division**

696 Hart Avenue, Detroit 14, Michigan





Lengthy, trouble-free operation of engines powered by LPG was the chief argument that sold the Littrell Co. on conversion to propane. A Littrell truck is shown above.

propane is particularly desirable for both the customer and for Green's Fuel.

Taylor points out that these concrete products companies are strictly local in their operations, so fueling the vehicles is no problem. They either have their own supply tanks and dispensing pumps, or can fill the vehicle tanks at the local Green's Fuel branch. The vehicles operate on an almost constant year round basis, which swells the year-round volume for the supplier. With the addition of this fleet gallonage to the summer throughput, more fuel can be obtained to meet winter heating requirements — and the load balancing problem is important in Florida as well as in less favored climates.

The building business in Florida is constantly active. The builders must keep their work running on schedule. Any stoppage of deliveries to these jobs results in costly idleness of construction crews, so it is imperative that loads such as ready-mixed concrete arrive when scheduled. Suppliers must have equipment available to meet these needs, even though it runs into the ownership of spare vehicles to substitute for those out of service for repairs.

Wet concrete is a perishable product, also. Chemical changes in the cement begin shortly after the wet mixture is made. The carriers must be kept turning during the trip to the job, and if this is prolonged beyond a certain time the quality and strength of the

concrete are reduced. Dependability against breakdowns in transit is most important to the concrete company. If such a breakdown in either the vehicle engine or the mixer engine should occur, the load may have to be dumped somewhere other than at its destination to prevent the concrete from setting up in the carrier. Such an occurrence results in a heavy loss to the supplier, and to this may be added the dissatisfaction of the customer and perhaps a penalty for not delivering the load on time.

Anything that can be done to reduce the "down-time" of these vehicles in the repair shops, or to give insurance of more trouble-free operation on the road is of extreme importance to the concrete materials company. They realize this, and are constantly alert to find better and more dependable equipment and methods. This is an industry that is asking to be sold, and through the grapevine between the various operators, what one knows the next one soon finds out.



Green's Fuel has developed a potent sales story for the conversion of concrete products fleets, based on the experience of their early customers in this field.

Of first importance is the phenomenal dependability of LPG-powered engines. They stay in top operating condition much longer, and require less time out for adjustments, tune-ups and repairs. They cite these facts from the experience of their customers:

Engine wear is reduced by at least half—periods between overhauls are at least twice as long.

LPG carburetors "stay put," and do not require frequent readjustment as is the case with gasoline. Clogging of carburetors on LPG engines is unknown, and maintenance requirements of regulators are much less than those of gasoline pumps.

Regardless of fuel used, is it necessary to keep the electrical systems of all ready-mix concrete vehicles in top-notch order. With LPG there is less fouling of spark plugs, and less wear on the electrodes. Plugs last longer and require less service work in LPG engines.

Oil lasts longer with LPG. There is nothing in the fuel to cause dilution of lubricating oil. LPG burns clean, with almost no deposits to stick in the combustion chambers or pass into the crankcase. There are no gummy substances formed to pass into the oil. Because of reduced wear on cylinders, pistons and rings, the oil consumption is less. Reports show that oil lasts from three to ten times as long in the LPG engine.

Conversion to LPG stops the pilferage of company fuel, either by company employees or other larcenous individuals who gain entrance to the building materials companies' supply yards during odd hours of the day or night.

And finally, fuel costs are less. Properly converted engines give almost exactly the same miles per gallon as with gasoline. In quantity deliveries in that territory it sells for 13.5, against a fleet price of 28.5 for gasoline, including the taxes. A 9 cent tax is added on the fuel used in the vehicle engine, which brings its cost to 22.5.



# "My LPG dealer found just the tank I needed IN STOCK at a Western Distributor"

There's a Western Distributor selected, for Dependability and Know-How, near you! Western Distributors are located in the following cities.

Chicago	Kearney, Nebraska
Chickasha, Okla.	Liberal, Kansas
Dallas	Little Rock
Denver	Oklahoma City
Edinburg, Texas	Phoenix
Kansas City	Sikeston, Mo.
	St. Louis

For the name and address of your Western Distributor, write Box 1338 or call PO 5-9474, Lubbock.



The Nation's No. 1 Supplier of LPG tanks to Tractor Manufacturers . . . and the largest exclusive manufacturer of Automotive and Tractor Tanks.

**W**hen your customers need a tank in a hurry, you'll find Western has backed the finest quality products with more convenient and dependable service. LPG dealers throughout the nation are saving hours, sometimes days, by checking FIRST with their nearest Western Distributor. In most cases, you'll find all of Western's custom-designed automotive tanks, and perfect-fit tractor tanks, IN STOCK at your Western Distributor.



## PISTON & MANIFOLDS

FOR LPG, BUTANE OR GAS HI-COMPRESSION



### VANASIL PISTONS (aluminum)

Now you can sell John Deere "A", "G" and "60" model\* tractor owners a lightweight piston with cast-iron properties. It's VANASIL—with an amazing 130 BHM rating by the latest Brinell hardness test. Micro-expansion VANASIL pistons employ a solid skirt design and can be fitted to a cylinder with cast iron clearances.

\*Aluminum pistons for other models.

### What Is VANASIL?

VANASIL is a newly patented silicon aluminum alloy. Silicon content runs from 21 to 23%. Silicon on the surface produces wear-resistant quality—VANASIL means: easier starts . . . lower fuel costs . . . less vibration . . . smoother running . . . quicker load pickup . . . and durability.



### JOHNSON COLD MANIFOLD FOR L-P GAS

For converting John Deere tractors to L-P gas. Maintains constant flow at required temperatures.

WRITE for prices and information on above equipment and Water Pumps for John Deere tractors.

## JOHNSON MACHINE SHOP

Dept. B-14

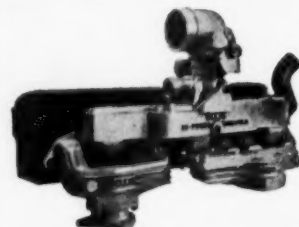
914 E. Howard St. Pontiac, Illinois

The fuel used in the mixer engine is tax-free.

Green's Fuel Co. is in the carburetion conversion business to help in the development of such fuel accounts. They will sell or lease the conversion equipment. If the customer's credit rating is good, they prefer to lease, as this offers some protection against the pirating of the fuel account. Lease period is ordinarily three or five years, with the payments scheduled on a basis that will amortize the cost of the equipment in a shorter period. The tax saving effected by the lease frequently works out to the financial advantage of the customer, compared with outright purchase and depreciation. Where the customer prefers to purchase the conversion, an effort is made to supply the fuel storage tank and dispenser on a long term lease. This sometimes makes the sale easier, and also offers protection for the fuel account.

An adequately staffed and trained service department helps a great deal in developing this type of business, particularly with the smaller customers. The large customers generally have their own maintenance and repair shops, but their personnel must be shown how to make the conversions and nursed through the early period when the shop staff is inclined to blame everything that happens in the vehicle to the new fuel. In the case of the smaller customers, most of them do not have their own shops, but must send their work out to commercial garages. Since the garage staffs generally have no knowledge of the servicing of LPG units, it is essential that the seller be able to provide the necessary service on the fuel systems. In either case, it is an advantage to have a skilled LPG serviceman check over the installations to see that they are set up and adjusted for maximum performance and economy. If the engines are short of power the drivers and mechanics object, and if they are not economical the conversions may be thrown out by the boss. Headaches are also avoided by having the company service engineer check the condition of engines before conversions are made. If an engine is in poor

## DON'T RAISE THAT COMPRESSION! . . . install an ELLIS (extra cold) MANIFOLD



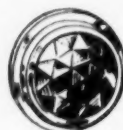
Leading LPG engines are sold on the merits of Ellis Bu-Power (Extra Cold) Manifolds. These manifolds give high-compression performance with low-compression reliability. Head gasket, ring and bearing troubles are minimized. Get the most out of your LP truck with an Ellis Dual Exhaust Manifold. This latest addition to the Ellis line has proven far superior to the so-called improved 3 1/2 x 4" exhaust systems in test after test under actual road conditions. By lowering combustion chamber temperatures and reducing back pressure, Ellis Dual Exhaust increases horsepower. Used with the Bu-Power Manifold, it gives your truck power that exceeds gasoline horsepower. This is possible only with an Ellis Manifold.

**ELLIS MANIFOLD CO.** Phone  
3134 East Washington Blvd. LUDlow  
Los Angeles 23, California 8-6338

In most cities dial information for the number of Ellis Manifold Distributor.

## END DELAYS AND EXPENSE CAUSED BY "OUT OF FUEL"

### LPG FUEL INDICATOR KIT



### Red Warning Light Flashes when LPG is low!

Positive, "can't-fail" signal flashes low fuel warning in plenty of time to reach refueling point. Simple, sure, accurate. In full view of driver at all times. Fits all industrial trucks. Easily installed in minutes. Quickly pays for itself. Order today, specify 6 or 12 volt system. **\$11.90**

Write for quantity prices

### LPG TANK MOUNTING BRACKETS

For Materials Handling Equipment. Safe, Sure! Change Tank in 1 minute. **\$24**

**BRAKE MANUFACTURERS INC.**  
1711 Race Cincinnati 10, Ohio

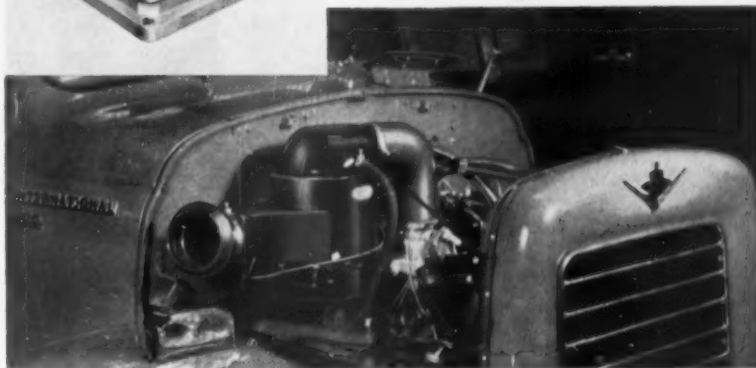
condition or shows too many miles on gasoline, it is just asking for trouble to make a conversion before the needed overhaul work takes place.

One of the service engineer's most important duties is to train the shop men operating on the customers' equipment. They must be taught how to make the conversions, what to expect from them, how to keep them performing up to peak standards, and above all to look for the real cause of any engine troubles that develop instead of just blaming them on L. P. gas. Trouble with LPG fuel systems that have been properly installed and adjusted is very rare. As mechanics are slowly learning, a great many carburetors operating on gasoline and LPG have been overhauled without first accurately diagnosing the real troubles with the engines, only to find out that they then had to find and cure the trouble in the ignition system, air cleaner, exhaust line or some other unit before the engine could be made to perform properly.

Green's Fuel Co. has found that good experience reports from previous conversion customers are a potent help in selling new accounts. It is much easier for a businessman to believe the statements of a user in a similar line of business than those of a salesman, no matter how conscientious he may appear. Here is a brief summary of the customer experience that is available for quotation, and which the prospective customers are invited to verify.

Aquatite Tile Co., Bradenton, is reported to be one of the large and diversified concrete products companies of west-central Florida. Their first converted truck, a 1952 Ford F-8, ran 178,000 miles before it was torn down for overhaul. Inside it was as clean as a new engine, and the rate of wear was only 50 per cent of that normally experienced on gasoline. This company now operates 22 converted trucks, and a number of in-yard units. With careful attention to oil level and filters their lubricating oil never gets dirty or discolored. Laboratory tests after 10,000 miles showed no change except an increase in viscosity from the original 30 to 50. (It is

## INTERNATIONAL Trucks Select Century LP-Gas Carburetion as Factory Standard for International V-8 Engines!



**NOW ALL THREE BIG V-8 ENGINES** in International's new V-line heavy-duty trucks are available with factory installed Century 3C Carburetion. Century carburetion proved its performance and efficiency to this outstanding leader in truck manufacture through a series of extensive laboratory and field tests.

International V-8 engines are specifically designed for LP-Gas with compression ratios over 8.48:1. The Century Carburetors are calibrated and jetted to

the performance curve of each engine. The V-401 engine, at 204 hp., uses a 1¼-inch duplex carburetor, the 233.5 hp. V-461 and 257.9 hp. V-549 engines use 2½-inch 4-barrel carburetors. Spark advance is tailored to the fuel. All three carburetors are equipped with Holley governors. Distributors are full vacuum type, fully automatic. A Century M-4 Converter and Filter-Fuelock complete the carburetion system on each engine. Write for information.



CENTURY GAS EQUIPMENT CO.  
6855 E. Rosecrans Ave., Paramount, Calif.

*Demand the DEPENDABILITY of a complete carburetion system.*

*First...  
Foremost...  
Finest...*

**WHEREVER DEPENDABLE CONTROL  
IS REQUIRED ALWAYS SPECIFY**

**REGO®** LP GAS EQUIPMENT

For lift trucks and all other types of combustion engine installations, be sure of getting the finest LP Gas control equipment. Always specify REGO... the best in the industry as well as the most complete line.

**WRITE TODAY for complete REGO Catalog, Free!**  
**THE BASTIAN-BLESSING COMPANY**  
4201 West Peterson Ave. • Chicago 30, Ill.  
See our general ad on pages 4 and 5

REGO is a registered trade mark of The Bastian-Blessing Company



# Upgrade *your motor fuel Sales!*



## YOUR CUSTOMERS WILL GLADLY PAY FILLING STATION PRICES FOR FILLING STATION SERVICE

Take a new look at the profit angle in your LPG sales for motor fuel. If it's not modern, you're missing \$\$\$\$\$\$\$\$ in your cash register.

Now — upgrade your motor fuel sales. People will gladly pay filling station prices for filling station service. Forget the old time bulk station type of operation and get on Texoil Equipment.

Underwriter Labeled... built to their specifications... completely accurate and meets all PROPOSED Weights and Measures regulations.

Write us for full information including the name of the nearest tank manufacturer who can supply you with Texoil Dispensers as a part of a complete unit.

**TEXOIL EQUIPMENT, Inc.**  
1814 COCKRELL • DALLAS, TEXAS  
NA 8-2868

**PIONEERS IN LPGAS DISPENSERS**

normal for oil in an LPG engine to increase in viscosity because of exposure to heat and the absence of heavy fuel ingredients to offset the tendency to thicken.)

Maintenance of fuel systems in this fleet has been greatly simplified. It is checked from radiator to fuel tank once each week, making sure that all fuel line connections are tight. There is no fuel pump to cause trouble, and the simplicity and durability of other fuel system components lead to minimum service requirements. Top cylinder oilers have been installed to insure free action of valves.

Aquatite has one International R-192 that has run for 27 months on LPG. Three months after it was placed in service the valves were adjusted. In the following two years they did not require any attention. By comparison, a similar truck still operating on gasoline, which the company had not gotten around to converting, burned out three sets of valves, in the same period. On the large International R-190 and R-164 engines, this company installs high altitude pistons, which adds about \$75 to the \$250 conversion cost that applies to their smaller engines. Their saving in fuel cost compared with gasoline is approximately 50 per cent.

As the result of the savings shown on the first conversions made for this company, Aquatite's manager C. I. Needham sent the company's maintenance foreman, Harry Crawford, to Jackson, Miss., for a week's specialized training in Ensign LPG carburetion in the shop of the Moulden Supply Co. This has paid off, and is recommended procedure on other large fleet accounts.

A newer and smaller account that also shows outstanding savings is the Builders Concrete Products Co., of Venice. Because of inadequate shop facilities and staff in the service department, this company experienced several minor difficulties which might have been disastrous if the Green's Fuel serviceman had not been there to straighten them out. Owner W. R. Littrell now says, "Through this cooperation we got the fuel systems working at top efficiency. The engines are now

## *Your DIX Warranty*

Dix Carburetor Company will rebuild any DIX LP-Gas Regulator — regardless of age — for \$5.00 (plus parts). This is the buyer's guarantee of satisfactory service.

**NOTE:** This offer applies only to units returned direct to factory in Los Angeles.

**DIX**

**DIX CARBURETOR COMPANY**

6605 S. WILSON AVE., LOS ANGELES 1, CALIF.



giving us performance and economy that we had never been able to get on gasoline."

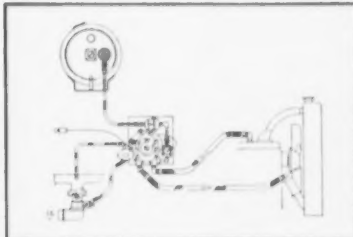
This company could have financed the purchase of these conversions without difficulty, but they preferred to take them on a lease agreement to get the services of the Green's Fuel Co. staff during the initial period, while the conversions were being made and while one of the company's mechanics was absorbing the knowledge required to take care of them. Fourteen of this company's trucks are now converted, and work is progressing on two additional highway trucks and the lift trucks and shovel loaders used around the yard.

The Martin Concrete Products Co., of Sarasota, operates 14 mixer trucks, each with two engines, several flat-beds for hauling concrete blocks, and the yard equipment, all on propane. This conversion began four years ago—long enough to determine the relation of the smoother power of LPG to the maintenance expense and maneuverability in tough terrain. Their manager, Warren Wallace, points out that there is less shock going through the driving mechanism, which results in avoiding breakdowns and reduces repair costs. The smoother power at low speeds also helps in maneuvering around obstacles at the job sites, and gives them better assurance against getting stuck in soft earth or mud.

So goes the case for LPG in the Sarasota building supply business. With respect for Green's Fuel's practice of holding the financial bag on its lease arrangements with convertees, manager Taylor says, "The business of these concrete suppliers results in thousands of gallons per month of year-round load. It is valuable in that it improves our summer-winter ratio and enables us to get more fuel to meet our winter heating demand. It pays out in less than three years, which is more than we can say for the average small household account. It costs us much less to drop a thousand gallons off for one conversion customer than to distribute the same amount to a lot of little accounts. And this business is steady every month."

# BEST BUY BEAM

**COMPLETE  
Butane-Propane  
Carburetion Equipment  
Easiest to Install**



**Simplest to Operate**

**NO PRIMING — NO CHOKING**

**BEAM**

Manufacturers of  
Regulators-Car-  
buretors-Adapters-  
Solenoid Valves-  
Filters-Spud-in  
Fittings

*With a Complete Stock of*

**HOSES — TUBING — CLAMPS — CONNECTORS  
AIR CLEANERS — AND ALL ITEMS NECESSARY  
FOR THE CONVERSION OF ANY GASOLINE  
ENGINE TO L P-GAS**

**BEAM PRODUCTS MFG. CO.**

3040 Rosslyn Street Los Angeles 65, Calif.

Phone Chapman 5-5791

*Write for Illustrated Brochure*



**Parkhill Nozzles**  
attach in 3 seconds...  
two operations...  
They're safe: Nozzle  
must be locked on before  
fuel can discharge. Upon  
release gas escapes  
away from hands...

**No Cold Burns!**

**Parkhill**

**Safety Hose Nozzles**

- QUICKER FILLING
- SAFER OPERATION
- LOW MAINTENANCE

*Write for Information*

**PARKHILL COMPANY**

2264 Huntington Drive, San Marino, Calif.



# CLASSIFIED Advertising

All Classified Advertising payable with order. Copy must reach publisher's office prior to the 1st of the month preceding publication. Address: Classified Advertising Material, BUTANE-PROPANE News, 198 S. Alvarado Street, Los Angeles 57, Calif.

## DISPLAY CLASSIFIED

\$12.00 a column inch per issue. Choice of 18, 14, 12, 10 pt. display type for headings. Set with 1 pt. border. Maximum ad size 3". No cuts permitted. Publisher will set ad for maximum effect in space purchased.

UNDISPLAYED CLASSIFIED 15¢ a word. Set in 6 pt. type without border. \$3.00 minimum charge per insertion. If Blind Box number card of B-P News is used, count as five words.

POSITION WANTED. Undisplayed rate is one half of above rate, payable in advance.

DISCOUNT OF 10% if full payment is made in advance for four consecutive insertions of undisplayed ads.

## HELP WANTED

**MANAGEMENT OPPORTUNITY IN LATIN AMERICA.** LP-Gas man needed who has experience in management of direct retail and dealer sales as well as bulk plant administration and operations. Prefer man who has lived in Latin America and has a good knowledge of the language and customs of that area. Wonderful opportunity for the right man. Age 35-45 preferred. Provide complete resume of background. All communications confidential. Reply Box 38, BUTANE-PROPANE News, 198 S. Alvarado St., Los Angeles 57, Calif.

**AGENTS WANTED. RESTRICTED TERRITORIES OPEN.** bottle and bulk L. P. Gas. Will furnish complete equipment, bottles and truck. Ross Utilities, Inc., Belleville, Ill.

**WANTED—EXPERIENCED MAN CAPABLE OF TAKING** over full management, office, sales, and service of small propane company in Western Colorado. Will consider sale of partial interest to right man. Incentive plan available. Reply Box 41, BUTANE-PROPANE News, 198 S. Alvarado St., Los Angeles 57, Calif.

**MANUFACTURER'S REPRESENTATIVES WANTED** in Iowa, Wisconsin, Michigan, Illinois, Indiana, Ohio by old line manufacturer of gas fired conversion burners, forced air space heaters and overhead unit heaters. Give full details in first letter. Write Vacuum Gas Burner Co., Olean, New York.

## BUSINESS OPPORTUNITIES OFFERED

**LPG BULK PLANTS.** WE SPECIALIZE in selling petroleum properties throughout Midwest. Have number desirable plants for sale. OLE BRODD, PETROLEUM MARKETERS, 605 Produce Bank Bldg., Minneapolis, Minnesota.

**FOR SALE: MODERN PROPANE PLANT, COLORADO** Location. \$70,000.00 down payment. Terms on balance. Reply Box 39, BUTANE-PROPANE News, 198 S. Alvarado St., Los Angeles 57, Calif.

**LP GAS & APPLIANCE CO., FLORIDA**—two locations, fully equipped plants. 1956 gross 1½ million gals. \$65,000 appliance sales. Est. 16 years; owners retiring. Send for details. REO, 6 W. 10, Kansas City, Mo.

**PROPANE PROPERTIES.** Several independent propane bulk plants for sale in north central Kentucky. Would make ideal combination for one ownership. Total Price—\$350,000. We specialize in petroleum properties. PETROLEUM MARKETERS, 604 Produce Bank Bldg., Minneapolis 3, Minn. 482 Starks Bldg., Louisville, Kentucky.

**CONTROLLING STOCK IN WELL ESTABLISHED** bottle gas, appliance and bulk gas company in Southeast, 6,000 customers. Sales over \$500,000 annually. Unbroken profit record. Initial cash required \$40,000 but 5 to 10 year payout on balance possible. Reply Box 45, BUTANE-PROPANE News, 198 S. Alvarado St., Los Angeles 57, Calif.

## A GOOD GAS AND APPLIANCE BUSINESS FOR SALE IN INDIANA

800 customers Bulk and Bottle, complete storage and equipment.

Reply Box 43  
BUTANE-PROPANE News  
198 S. Alvarado St., Los Angeles 57, Calif.

## BUSINESS OPP. OFFERED (Cont'd)

**L. P. GAS COMPANY WITH FIVE LOCATIONS** serving the Central West Coast of Florida. Replacement cost of Buildings, Equipment and Trucks is in excess of \$200,000. Gross profit over \$125,000. Net profit before taxes over \$75,000. May be purchased for \$70,000 down. Balance over 9-year period. Reply Box 42, BUTANE-PROPANE News, 198 S. Alvarado St., Los Angeles 57, Calif.

**BUTANE-PROPANE CO.** Wholesale gas. US hiway, Okla. Excellent gross; Est. 10 yrs. Modern fully equipped station. Illness. REO, 6 W. 10th, Kansas City, Mo.

**FOR SALE—COMPLETE L P GAS BUSINESS**—Both Butane and Propane for delivery in bulk and in cylinders. Located in the heart of the "Beautiful Ozarks." Good gross sales, high percentage of profit. Reasonably priced. Owner has suffered a severe heart attack and must retire from active business for a while. Reply Box No. 47, BUTANE-PROPANE News, 198 S. Alvarado St., Los Angeles 57, Calif.

## BUSINESS OPPORTUNITIES WANTED

### WILL BUY LP GAS BUSINESS

Or operate your business, under suitable arrangements. Twenty Years' Experience.

### AARON ABRAMSON

1611 Audubon St., New Orleans 18, Louisiana

## FOR SALE — TRUCKS - TRAILERS

**FOR SALE—TRUCKS, TRAILERS—FOR** something different in propane tanks, see Master Tank & Welding (Dallas) advertisement in this edition.

**FOR SALE—USED DELIVERY TRUCKS.** Several late model Propane Delivery trucks, 1200 to 1600 WG, piped and ready to go. EASY TERMS. White River Distributors, Inc., Phone 570, Batesville, Arkansas.

**USED PROPANE DELIVERY TRUCKS.** 1200 GALLONS W.C. Presently in use and being replaced with larger units. United Petroleum Gas Co., 4820 Excelsior Blvd., Minneapolis 16, Minnesota.

**FOR SALE OR TRADE** 1952, 450 GMC TANDEM bulk truck with 1830 W. G. twin tank, Viking Model LZ 200 pump, Neptune Model 431 Print-o-meter, 50' hoses 1" and 3/2". Brown-Lipe 3-way auxiliary transmission, 314 cu. in. motor two years old, 8-25 tires very good, mileage 120,000, is on propane and has 60 gallon twin fuel tanks. Truck is in very good shape, was painted red and white in October 1956. Price only \$3900.00 fob Chadron. Might be interested in trading. Could use either a 1000 or 1200 tank unit. Midwest Skelgas Co., 201 West 2nd St., Chadron, Nebraska.

**1800 WG MODEL 100, 250 LB WP TRIM-skirted tank,** mounted on 1957 Chev. Model 6403 chassis, 2 speed, 9 x 22½, 10 ply rear tires, ONLY \$4,448.00 Fed Tax paid. Packaged Plumbing, meter, etc. available at regular prices. EASY TERMS. White River Distributors, Inc., Batesville, Arkansas.

## FOR SALE—TRUCKS - TRAILERS - Cont.

**HAUL MUCH MORE GAS! LOAD AND UNLOAD FASTER!** Users say, "Nor-Tex Units are the best answers to today's need for profitable delivery units." You can save as much as 1000 lbs. with 202B material, aluminum skirts and cabinets. High-flow piping with INCREASED capacity pump, meter, hose reel and hose now boosts deliveries to 50 GPM. Vapor manifold permits easy simultaneous loading and unloading of twin tanks with either compressor or liquid pump. These popular, carefully engineered and sleek designed Nor-Tex Single and Twin units are produced in four attractive models: The "Standard", "The Custom", "The Payroll Special" and the "De Luxe." That's not all! Twin units, up to 2000 WG, are mounted on 84" cab to axle. Start hauling more gas and less steel. Do it profitably and in much less time. Phone, wire or write for prices now. NORTH TEXAS TANK Co., Denton, Texas. Phone Central 5416.

**USED R-170 INTERNATIONAL PROPANE DELIVERY** Truck, 1371 WG, piped and ready to go. Truck alone worth \$1,200. A good buy at \$1,600. Butane Gas Incorporated, Post Office Box 1133, El Dorado, Arkansas.

**TRANSPORTS: SINGLE OR TWIN** barrel; new or used; for lease, or sale on budget or rental sale plan. If you want maximum payload, with all of the latest equipment engineered to fit your truck, roads, and your hauling problem, get the LMC PAYLOADER. Contact Lubbock Machine & Supply Co., Inc., Drawer 1589, Lubbock, Texas.

**DELIVERY UNITS: SINGLE OR TWIN** Barrel. Our prices are competitive. We invite comparison between the equipment and price on our units with any competitive units. We believe we can give you the highest payloads per pound of gross vehicle weight. Write, wire, or phone. Lubbock Machine & Supply Co., Inc. Drawer 1589, Lubbock, Texas.

## FOR SALE—TANKS - CYLINDERS

### PROPANE TRUCK TANKS

Model 100 with Trim Skirting.

Prices INCLUDE Federal Tax and Mounting on Chassis.

1400 WG — \$1,534.00  
1500 WG — \$1,630.00  
1800 WG — \$1,843.00  
2000 WG — \$2,081.00  
2200 WG — \$2,318.00

Your choice of 5 Models, 600 to 2300 WG Twin or Single

Packaged Plumbing, pumps, meters, etc., and all makes of trucks available

LOW DOWN PAYMENT, up to 2 Years to Pay. Write for Descriptive Folder

**WHITE RIVER DISTRIBUTORS, INC.**  
Batesville, Arkansas

# CLASSIFIED Advertising



## FOR SALE—TANKS—CYLS—Cont.

FOR SALE—I.C.C. 4B-240 CYLINDERS—Good condition. Single valve opening  $\frac{3}{8}$  inch Rock Gas (collar type). 81 only 200 pound capacity \$15.00 each. 175 only 100 pound capacity \$7.50 each. As is—F.O.B. Southern California. Reply Box 44, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

APPROXIMATELY 1500 CYLINDERS \$1" x 10 $\frac{1}{4}$ " overall. If you're interested, we'll send all particulars, drawings and price. Dan Donohue, 15 W. 44th St., New York 36, N. Y.

1950 GMC TRUCK 1250 W.C. TWIN NORTEX Propane Tanks, Ensign combination carburetion, pump hose all ready to deliver propane gas. Price for quick sale \$1,950.00. Call, write or come to Modern Way Butane Gas Co., 3335 Madison Ave., Indianapolis, Ind. State 6-0004.

### SKID TANKS

— IN STOCK NOW —

3000 gallon size built especially rugged for oil field use. Write, wire or phone

Lubbock Machine & Supply Co., Inc.  
P. O. Drawer 1589  
Lubbock, Texas

### ABOVE GROUND PROPANE TANKS

Long Term Financing Available

FREE DELIVERY  
In Our Trade Territory

Write TODAY For Prices and Details

WHITE RIVER  
DISTRIBUTORS, INC.  
Batesville, Arkansas  
TEXAS  
MANUFACTURING CO.  
Gainesville, Texas

## FOR SALE—MISCELLANEOUS

### SERVEL GAS REFRIGERATORS

BN600A W600A S400A

Used: guaranteed in good operating order. Excellent condition. Low delivery cost anywhere. Send for illustrated folder NOW and be ready for your selling season.

BEACH REFRIGERATOR CO.

196-11 Northern Blvd. Flushing 58, N. Y.  
Phone FLushing 7-6161

## FOR SALE—MISC.—Cont.

DECALS MADE FOR TRUCKS, EQUIPMENT. Small or large quantities. Catalog free. Mathews Co., 827 S. Harvey, Oak Park, Ill.

FOR SALE—IMMEDIATE DELIVERY! Eureka Smokehouse Burner Assemblies! For meat smoke houses using bottled gas. Completely automatic. Clean filtered smoke. Distributes heat uniformly. Low gas consumption. Automatic temperature and pilot control. Less product shrinkage. Easily installed. Write for descriptive pamphlet. Eureka Equipment Company, P.O. Box 396, Beloit, Wisconsin.

SPECIALS FROM HOME GAS EQUIPMENT COMPANY—your complete LP gas supplier. COPPER TUBING (50 ft. coils)  $\frac{1}{2}$ " x .032 per coil \$6.35;  $\frac{3}{4}$ " x .032 per coil \$8.35. We pay freight on 20 coils or more. ALUMINUM PAINT, finest cylinder paint available \$2.25 per Gal. We pay freight on 20 gallons or more. TRAILER REGULATOR with POL \$2.59. DOUBLE REGULATOR with tee and pigtail \$4.10. Special low price—while they last, 20 lb. cylinders with Rego valve, any quantity \$9.50 each. We carry a complete line of LP equipment in all the popular makes at lowest prices. We ship order same day received. All prices FOB Cleveland, unless specified. HOME GAS EQUIPMENT CO., Box B, 1301 Carnegie Ave., Cleveland, Ohio.

### SERVEL REFRIGERATORS

CLEAN—ALL CHECKED OK  
Model M500A ..... \$15.00  
Model N500A ..... 18.00  
Model R600A ..... 22.00  
Model S600A ..... 45.00  
In lots of 12 or more

FRED A. BROWN COMPANY  
100 E. Allegheny Ave., Philadelphia 34, Pa.  
Est. 1918 REgent 9-1130

## FOR SALE

### USED APARTMENT SIZE WELBILT GAS RANGES

20"—all white porcelain—in wholesale quantities—\$12.00 FOB Brooklyn.

Send for photos.

AJAX FURNITURE OUTLET INC.  
9602 Ditmas Ave., Brooklyn 36, N. Y.  
HY-acinthe 8-6121

## MISCELLANEOUS SERVICES

1000 BEAUTIFULLY EMBOSSED BUSINESS CARDS. 5 lines. 1 color \$4.50; Red and Blue \$5.50. Cuts .50 100 extra. Jimmy Ray, Bowling Green, Fla.

## PROFESSIONAL SERVICES

### INDIVIDUALLY DESIGNED Ammonia and LP Gas Plants

H. Emerson Thomas  
& Assoc., Inc.  
Westfield, N. J.

## PROFESSIONAL SERVICES (Cont'd)

CLIENTS OFTEN INCREASE PROFITS 2% or more by using my cost reducing bulk and bottle operating procedures and sales procedures. Property evaluations and special assignments also handled. Floyd F. Campbell, Management Counselor, 821 Crofton Ave., Webster Grove 19, Mo.

LP GAS SYSTEMS DESIGNED—BULK PLANTS—Domestic—Industrial. Free estimate. By Degreed Designers. Reply Box 46, BUTANE-PROPANE News, 198 So. Alvarado St., Los Angeles 57, Calif.

### LP GAS INSTALLATIONS and ANHYDROUS AMMONIA PLANTS DESIGNED AND INSTALLED

"There's No Substitute For Experience"

PEACOCK CORPORATION  
Paul E. Peacock, Jr., Pres.  
Box 268, Westfield, N. J.

### L. P. GAS INSURANCE

Have your agent write us about our Complete and Comprehensive Coverage for Adequate Limits of Liability at Reasonable and Normal Rates with Specialized Safety Engineering and Claim Service. Available only in Alabama, Arkansas, Arizona, Georgia, Kansas, Louisiana, Mississippi, New Mexico, Oklahoma and Texas.

PAN AMERICAN FIRE & CASUALTY COMPANY  
Earl W. Gammage, President  
P. O. Box 1662 Houston, Texas

## BUSINESS RECORDS

BUSINESS RECORD FORMS. ALL WEATHER EZE-SNAP delivery invoices, for use when making LP gas metered truck deliveries. 1000 sets (3 part) imprinted with name, address and telephone. \$17.50 per 1000 sets. DEGREE DAY SYSTEMS, WOODSIDE 77, L. I., N. Y.

### The KNOW-HOW BOOK for LPG

- Dealers
- Salesmen
- Servicemen

The Bottled Gas Manual has been accepted by many companies as the quickest way to acquaint new sales and service men with typical bottle gas problems. This 352 page (24 chapter) text book brings practical "working" facts to your entire staff in non-technical language. Nearly 10,000 copies in use.

\$4.00 per copy

We pay postage on orders accompanied by check or money order. In California add 4% for sales tax.

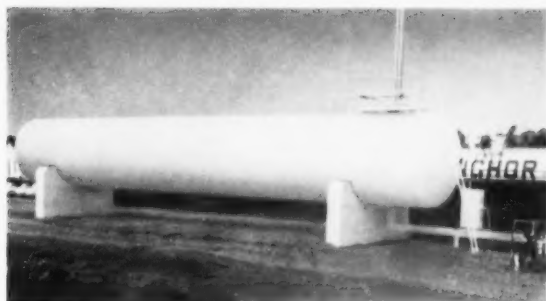
Butane-Propane News  
198 S. Alvarado St., Los Angeles

# Advertisers

\*These advertisers carry additional information on their products in the 1957 Butane-Propane Catalog.

Ace Hose Reel Co. Ltd.	—	Gas Appliance Mfrs. Committee	—	Quaker Mfg. Co.	8, 9
*ACF Industries, Inc.	103	*Gas Machinery Co.	—	Div. of Florence Stove Co.	—
Adams Bros. Mfg. Co., Inc.	—	General Electric Co., Electronics Div.	—	Radiator Specialty Co.	110
Agricultural Equipment Co.	—	*General Gas Light Co.	55	Ransome Co.	—
*American Liquid Gas Corp.	—	Grayson Controls Div.	—	Raypak, Inc.	95
American Metal Products Co.	—	Robertshaw-Fulton Control Co.	83	Rector Well Equipment Co.	114
*American Meter Co. Inc.	61	Griffiths, E. F. Co., The	79	Remington, Rand,	—
Reliance Regulator Div.	—			Div. of Sperry Rand Corp.	—
American Tank & Mfg. Co.	—	Hannay & Son, Inc., Clifford B.	—	Resnor Mfg. Co.	—
Anchor Mfg. Co.	—	Hansen Mfg. Co.	—	Rheem Mfg. Co.	—
*Anchor Petroleum Co.	Third Cover	*Hardwick Stove Co.	—	Richardson Gasoline Co., Sid	43
*Anco Mfg. & Supply Co.	1	Harper-Wyman Co.	—	Ridge Tool Co. The	—
Armstrong Products Corp.	114	Hewitt-Robins, Inc.	—	Robertshaw-Fulton Controls Co.	—
		*Holly General Co.	—	Grayson Controls Div.	83
		Holsclaw Bros., Inc.	—	Robertshaw Thermostat Div.	—
Baso, Inc.	—	*Hones, Chas. A., Inc.	110	*Rochester Mfg. Co.	—
*Bastian-Blessing Co., The	4, 5, 123	Holstream Heater Co.	—	*Rockwell Mfg. Co.	—
Beacon Petroleum Co.	2			Pittsburgh Equitable Meter Div.	12
*Beard Co., Inc., The J. B.	49, 50	Illinois Iron & Bolt Co.	—	Rockwood Sprinkler Co.	—
Beals Advertising, Inc.	114	International Harvester Co.	—	Ball Valve Div.	—
*Beam Products Mfg. Co.	125			Union Division	—
*Bendix Aviation Corp.	—	J & S Carburetor Co.	—	Raney, Inc.	—
Zenith Carburetor Div.	119	*Johnson Gas Appliance Co.	—	Rotron Controls Corp.	—
*Birmingham Stove & Range Co.	—	Johnson Machine Shop	122	Ruud Manufacturing Co.	—
Blackmer Pump Co.	—				
*Black Sivalis & Bryson, Inc.	—	Kaiser Steel Co.	67	Santa Fe Engineering &	—
BPN Reprints	101	Krug, D. H., Co.	—	Equipment Co.	—
Brake Manufacturers, Inc.	122			*Scaife Co.	6, 7
Brown Stove Works	—	*Linde Co., Div. of Union Carbide Corp.	59	*Selwyn-Pacific Co.	78, 79
Brayhill Mfg. Co.	—	Lacke Stove Co.	77	Sheffield Bronze Paint Corp.	—
Brunner Mfg. Co.	—	Long Tank Co., Inc.	—	Shell Oil Company	63
Bryant Division, Carrier Corp.	—	*LPG Credit Corporation	—	Siegler Heater Corp.	—
Buehler Tank & Welding Wks.	—	Lubbock Machine & Supply Co.	99	Sinclair Chemicals, Inc.	—
				*Sinclair Oil & Gas Co.	57
Calor Gas Company	—	Madden Brass Prods. Co.	106	*Smith Precision Products Co.	100
Carter Oil Co., The	—	Maac Chef, Inc.	14	*Sprague Meter Co.	Fourth Cover
*Century Gas Equipment Co.	123	Manchester Welding &	—	Squibb-Taylor, Inc.	98
*Charlotte Tank Corp.	107	Fabricating Co.	—	Stampings, Inc.	—
Chevrolet Motor Div.	—	Marlin Stamping & Stove Co.	108	Steel Cooperage Div., Serrick Corp.	—
General Motors Co.	—	Marvel-Schebler Prods. Div.	—	Stewart-Warner Corp.	101
Chickson Company	—	Borg-Warner Corp.	73	Superior Industries, Inc.	—
Cities Service Oil Co.	—	*Master Tank & Welding Co.	65	Superior Tank Corp.	96
Clark Mfg. Co.	106	McCabe-Powers Auto Body Co.	—		
*Columbian Steel Tank Co.	47	McNamar Boiler & Tank Co.	—	*Tappan Stove Co., The	—
Corken's, Inc.	88	Minneapolis-Honeywell Regulator Co.	—	*Temco, Inc.	45
Cribben & Sexton Co.	109	*Mitchell Co., John E.	—	Texas Company, The	71
Crouse-Hinds Co.	—	Modine Mfg. Co.	—	*Texas Natural Gasoline Corp.	22
		Moellenbrock & Wilke	—	Texoil Equipment, Inc.	124
Dallas Tank Co., Inc.	18	Motorola Comm. & Electronics, Inc.	87	*Trinity Steel Co., Inc.	111, 112
Dai-Worth Tank Co.	75	Motor Wheel Corp.,	—	*Tuloma Gas Products Co.	16
Davis Engineering Corp.	110	Duo-Therm Div.	—		
Daybrook Hydraulic Div., L. A. Young	—	*Neptune Meter Co.	—	*Union Carbide Corp. Linde Co. Div.	59
Sprina & Wire Corp.	—	Nicson Engineering Co.	—	Union Petroleum Co.	—
Dearborn Stove Co.	—	*North Texas Tank Co.	10, 11	*United Petroleum Gas Co.	—
*Delta Tank Mfg. Co.	81			Utility Appliance Corp.	—
Dix Carburetor Co.	124	Ohio Brass Co.	—	Vermear Mfg. Co.	—
*Dixie Products	—	Ohio Foundry & Mfg. Co.	104, 105	*Viking Pump Co.	86
Dixon Valve & Coupling Co.	—	Ohio Injector Co., The	—		
Drake & Townsend, Inc.	—			Wallace, William Co.	85
				Metalbestos Div.	—
Ellis Manifold Co.	122	Parkhill Co.	125	*Warren Petroleum Corp.	Front Cover
Empire Stove Co.	—	*Pasley Mfg. & Dist. Co., The	113	*Weatherhead Co., The	—
Engineering Products of Canada, Ltd.	—	Peerless Mfg. Corp.	—	Weldit, Inc.	—
*Ensign Carburetor Co.	116	*Penn Brass & Copper Co.	20	Western Tank & Steel Corp.	121
Eureka-Williams Corp.	—	Perfection Industries	—	Whitehead Mfg. Corp., D. W.	—
Ever-Tite Coupling Co., Inc.	—	Div. of Hupp Corp.	—	White Products Corp.	—
		Phillips & Buttorff Mfg. Co.	95	White River Distributors Inc.	108
First Acceptance Corp.	102	*Phillips Petroleum Co.	—	Wood Co., John	—
*Fisher Governor Co.	53	*Pittsburgh Equitable Meter Div.	—	Heater & Tank Div.	—
Fisk Trailer Sales	—	Rockwell Mfg. Co.	12		
*Flint Steel Corp.	1	Powell Co. The William	97	*Zenith Carburetor Div.	119
Ford Motor Co.	—	Pressed Steel Tank Co.	Second Cover	Bendix Aviation Corp.	—
		Pure Oil Co., The	69		





when you want **ANSWERS** right HERE! right NOW!  
call **ANCHOR**

In your fast-moving L. P. G. industry delays can be costly, might be fatal! That's why Anchor makes it a point to be fast and flexible. You can call direct to Tulsa any time and find out what you want to know . . . On-the-spot, without waiting for a management conference or director's meeting. And the answers you get will be calculated to help you out; based on years of experience and nationwide facilities expressly designed to give you superlative service.

Although Anchor maintains sales offices nationwide, when your problem needs quick answers right from headquarters, you're welcome to call Tulsa CHerry 2-7261 direct. Thinking about a contract? Give that number a try, right now.

**ANCHOR**  
**PETROLEUM CO. • TULSA**

SALES OFFICES: Toledo, Sioux City, St. Paul, Shreveport, Hattiesburg, Gulfport, Savannah, Oklahoma City, Houston, Midland, Long Beach, San Francisco, Seattle, Calgary.





## FOR L.P. GAS MULTIPLE METER SETS...

Where several consumers are supplied from one storage point, gas regulation and metering are necessary. The Sprague Combination Meter and Regulator takes care of both functions — and all in *one* compact unit.

When installed with Sprague Meter Loops, only half the space of conventional meter and regulator sets is needed and real savings are possible, as just five items, and requiring only four pipe threads, are necessary in this economical, efficient, double-purpose unit.

THE *Sprague* METER COMPANY • BRIDGEPORT 4, CONN.  
 DAVENPORT, IOWA • HOUSTON 3, TEXAS • LOS ANGELES 23, CALIF. • SAN FRANCISCO 11, CALIF.